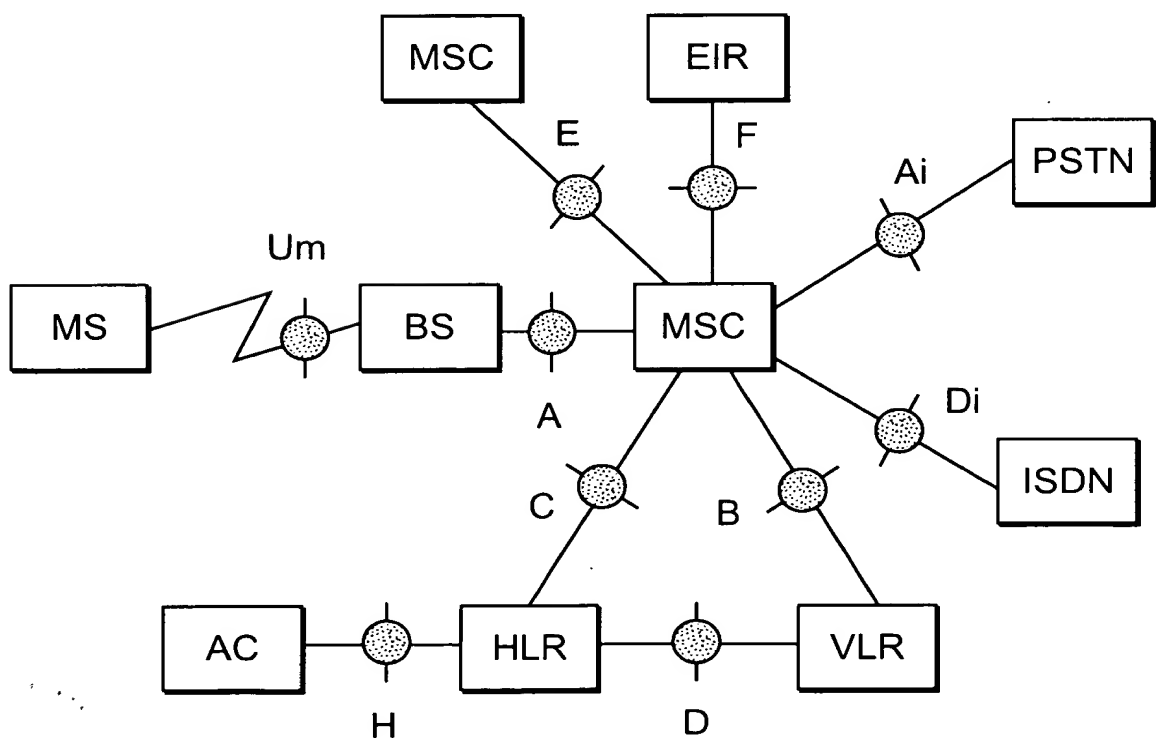
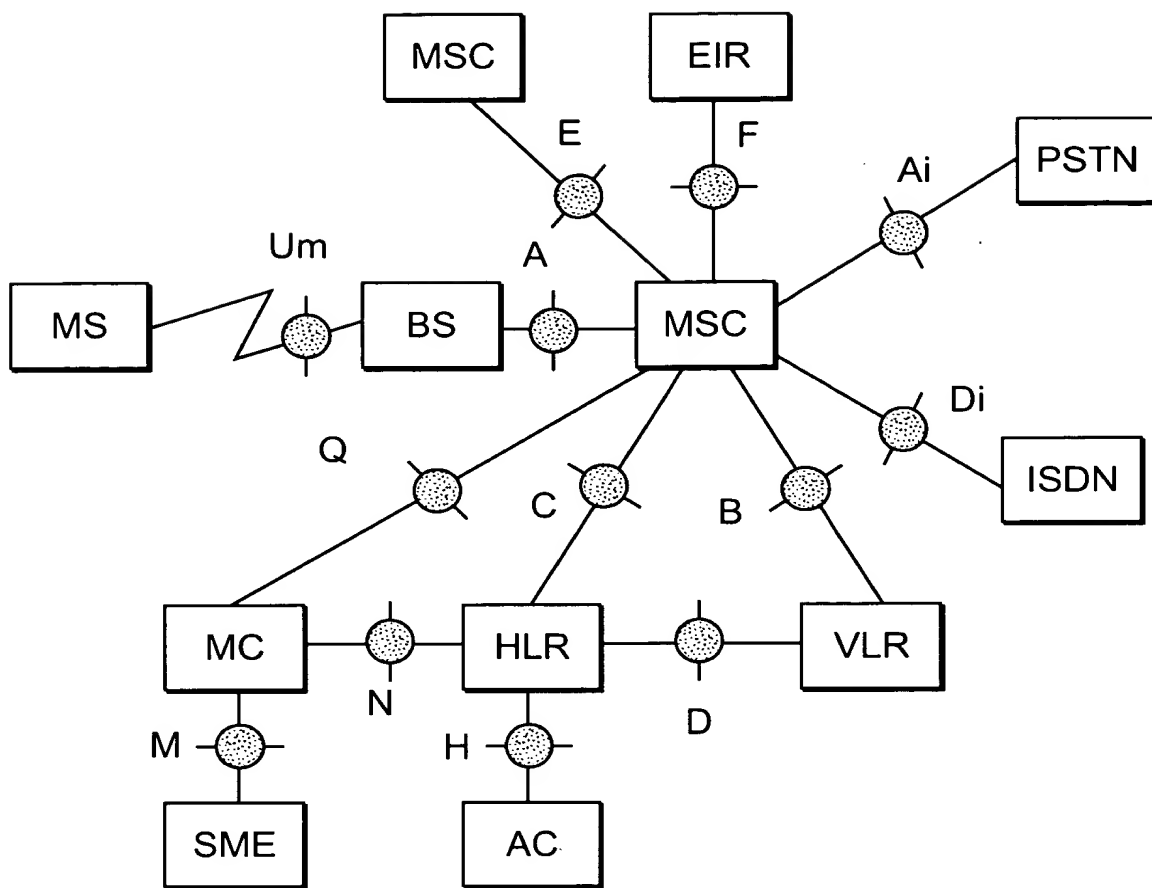


**FIG. 1**

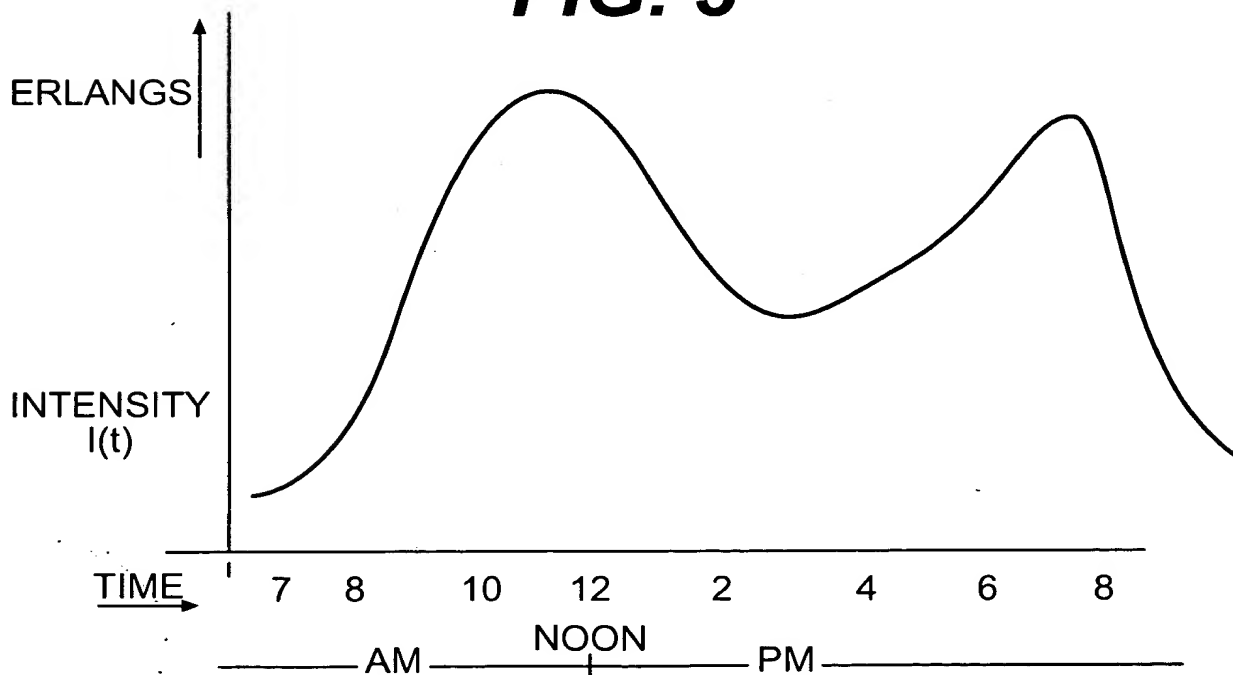


**FIG. 2**

0972036 051501



**FIG. 3**



**FIG. 4**

BNA USAGE (9/00)

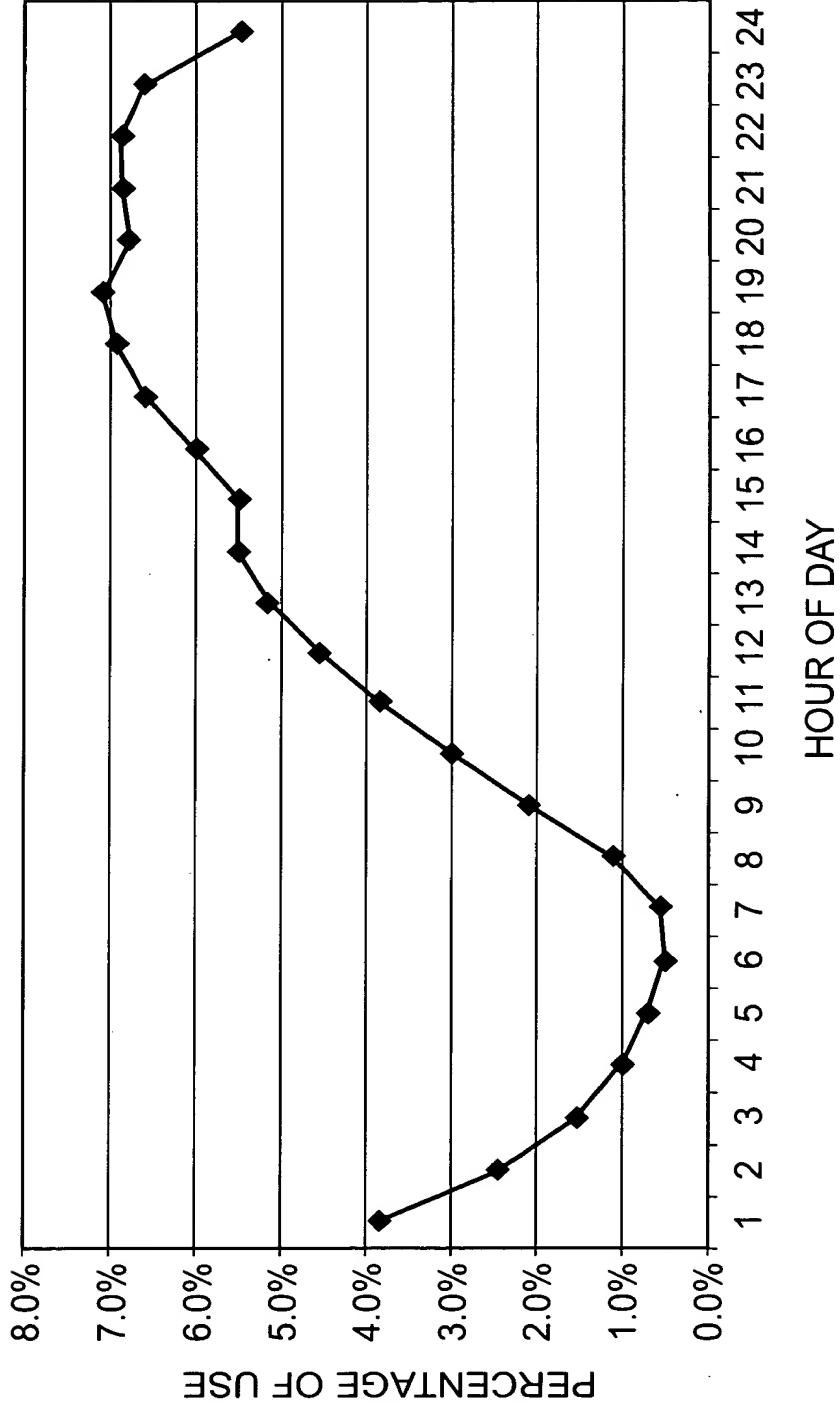


FIG. 5

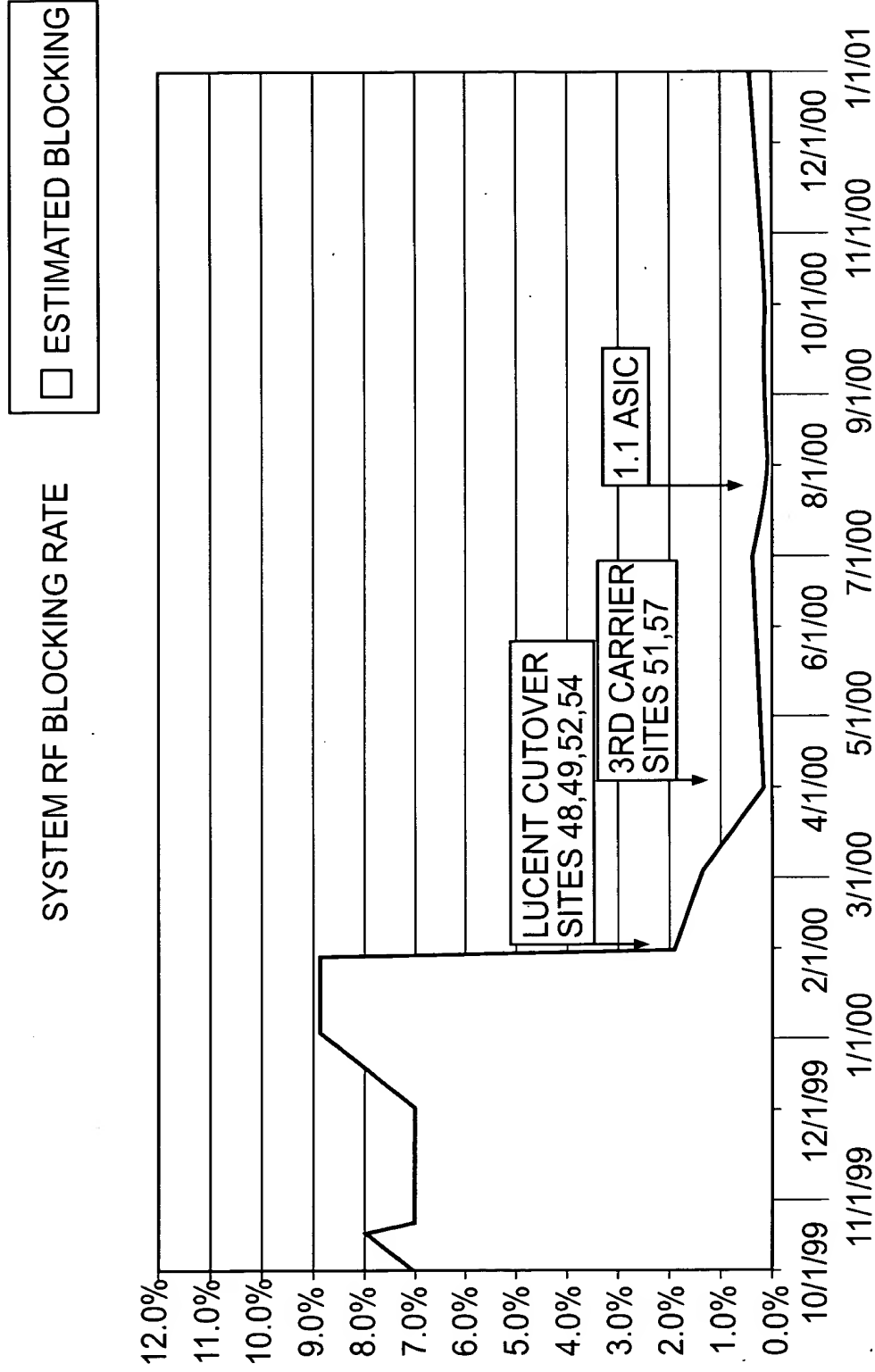
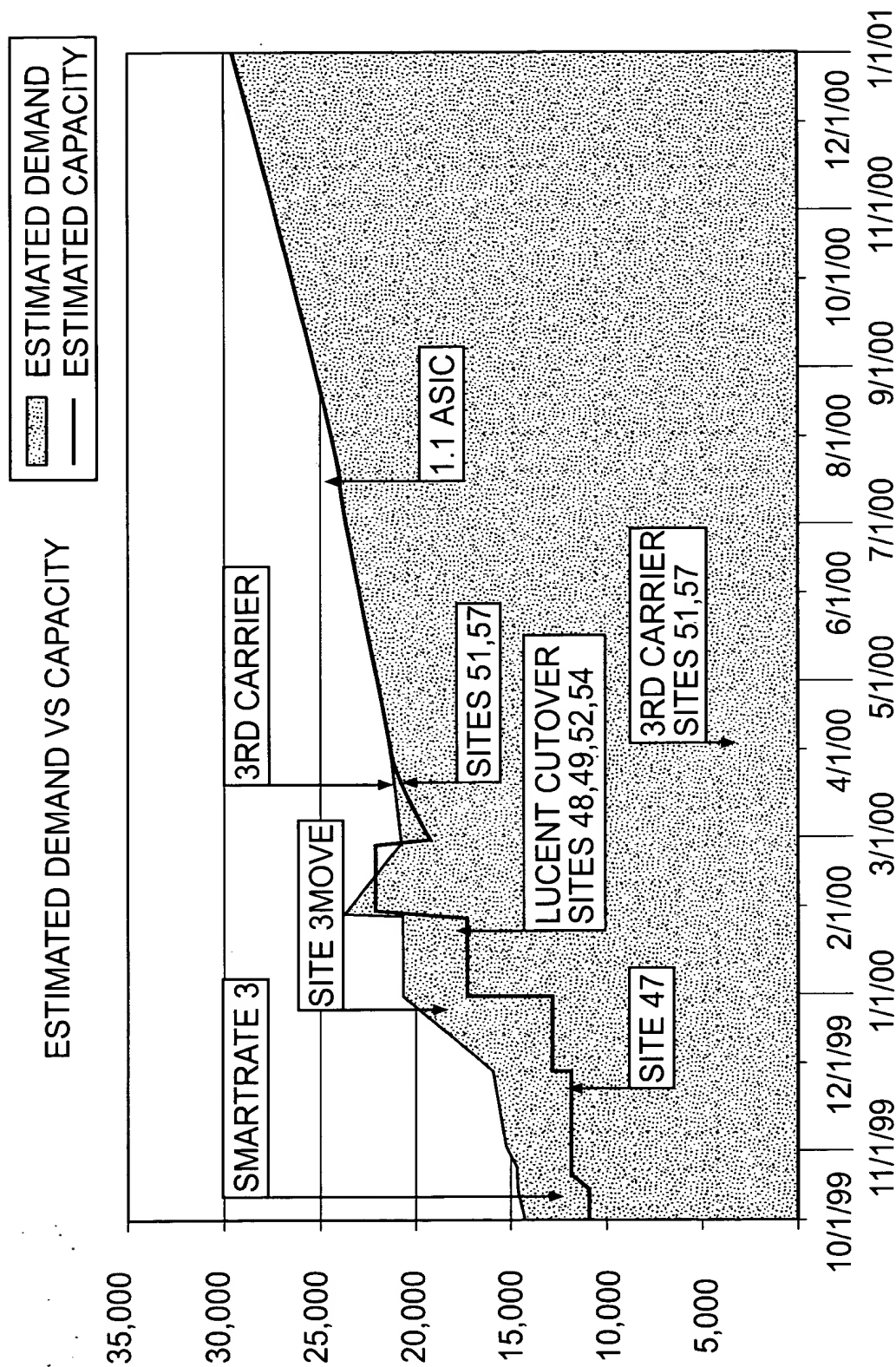
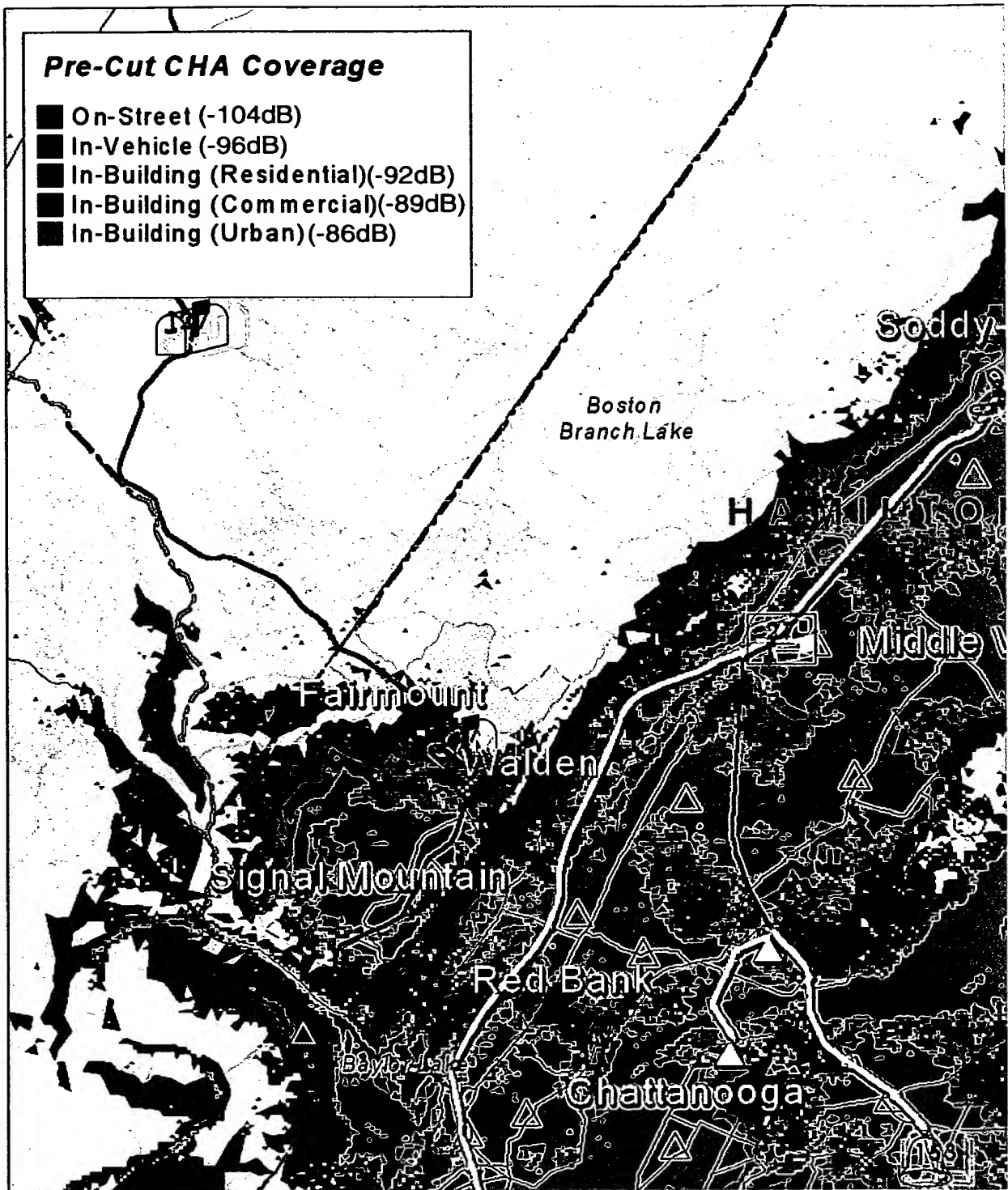


FIG. 6



**FIG. 7**

09772066 051501

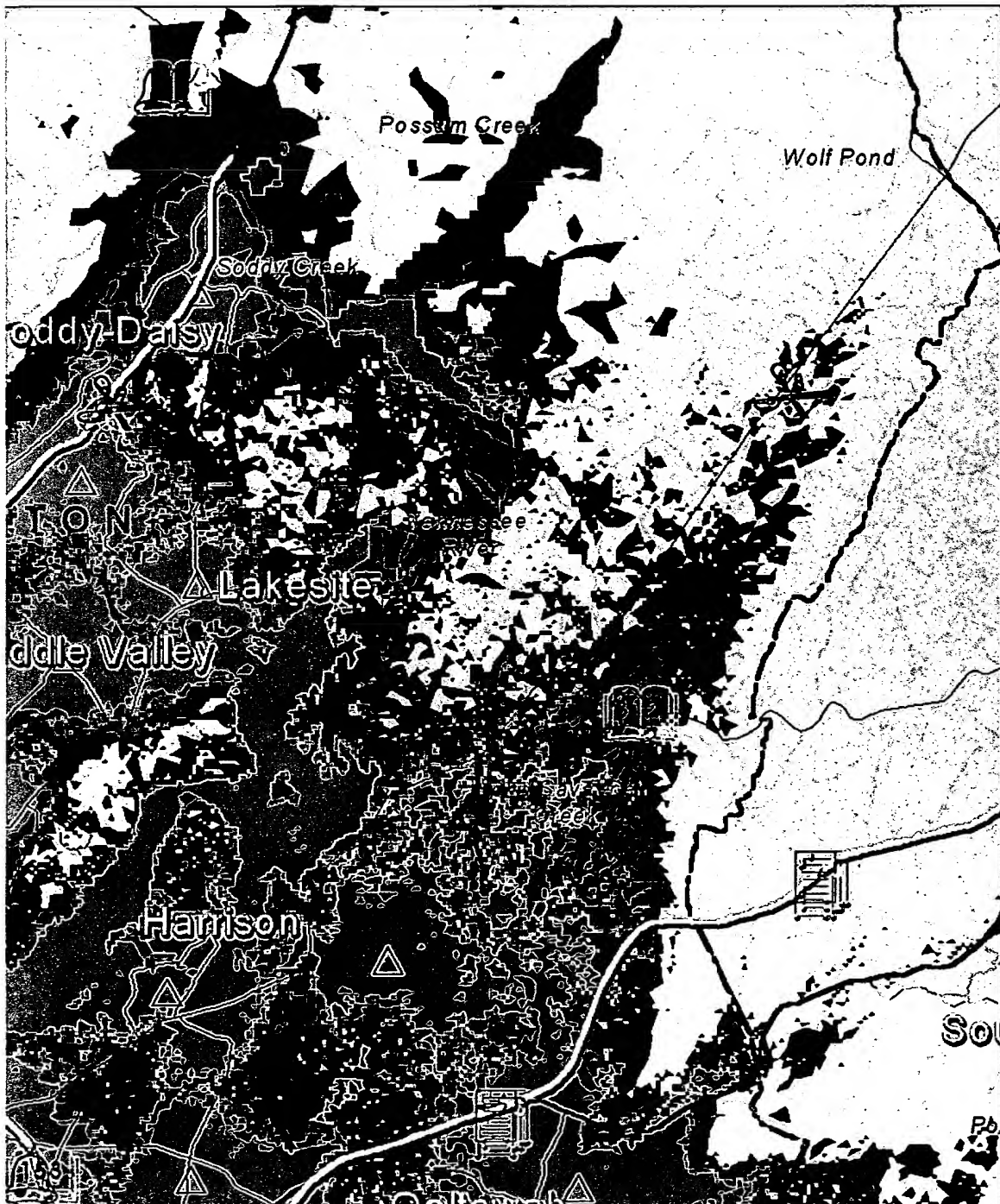


**FIG. 8a**

0972066.051501

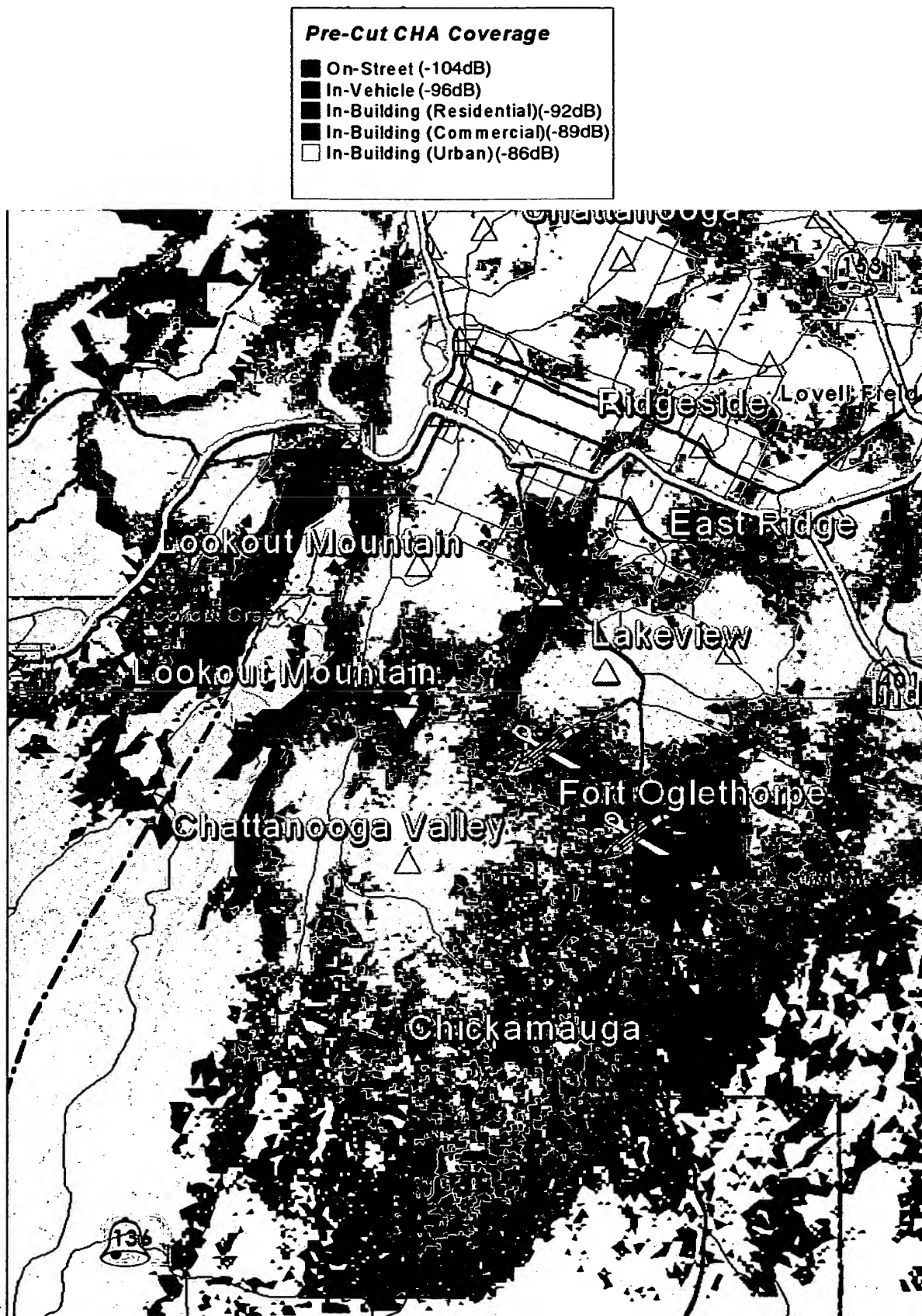
**Pre-Cut CHA Coverage**

- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)



**FIG. 8b**

09772066-051501



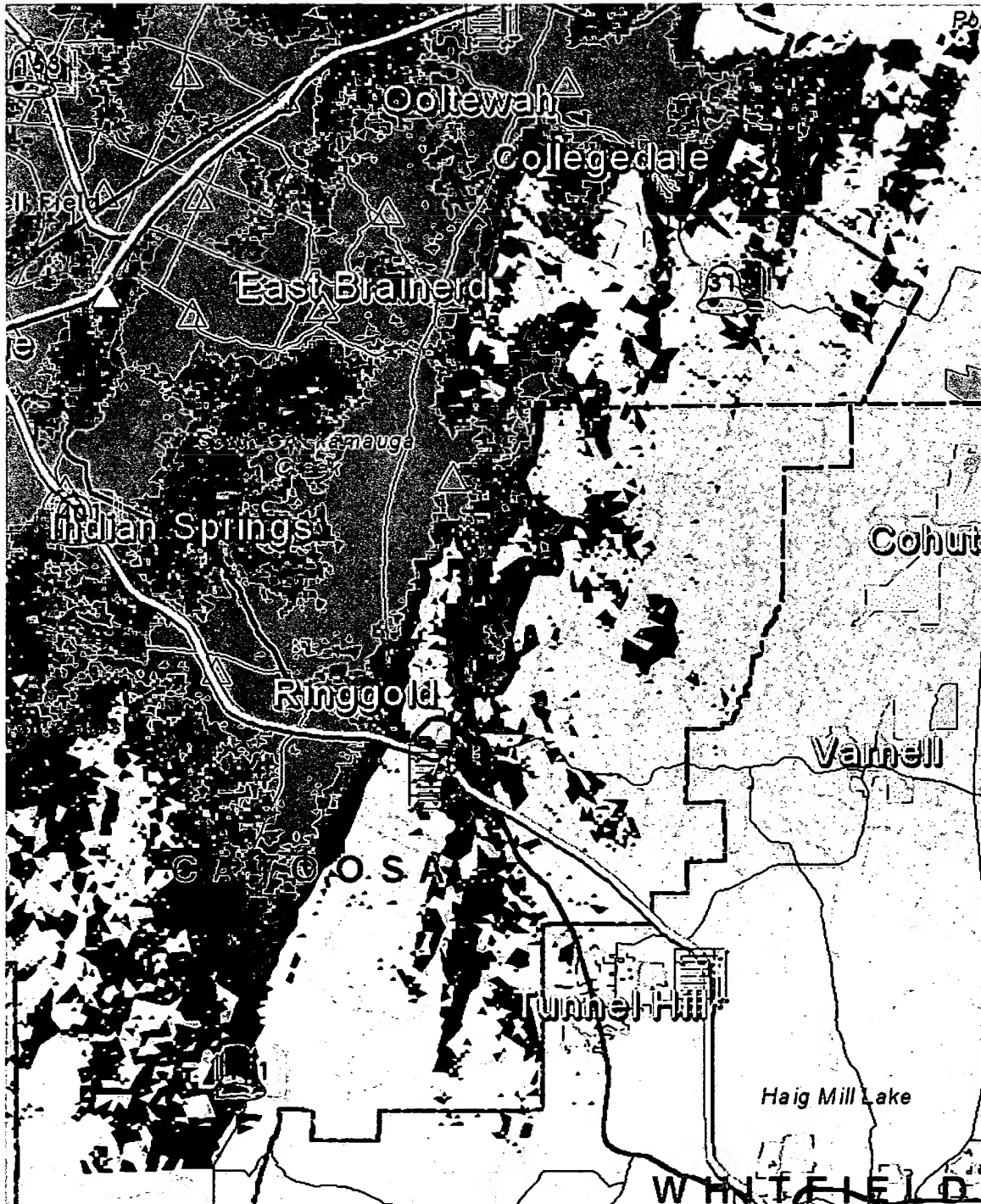
**FIG. 8c**



09772066-051501

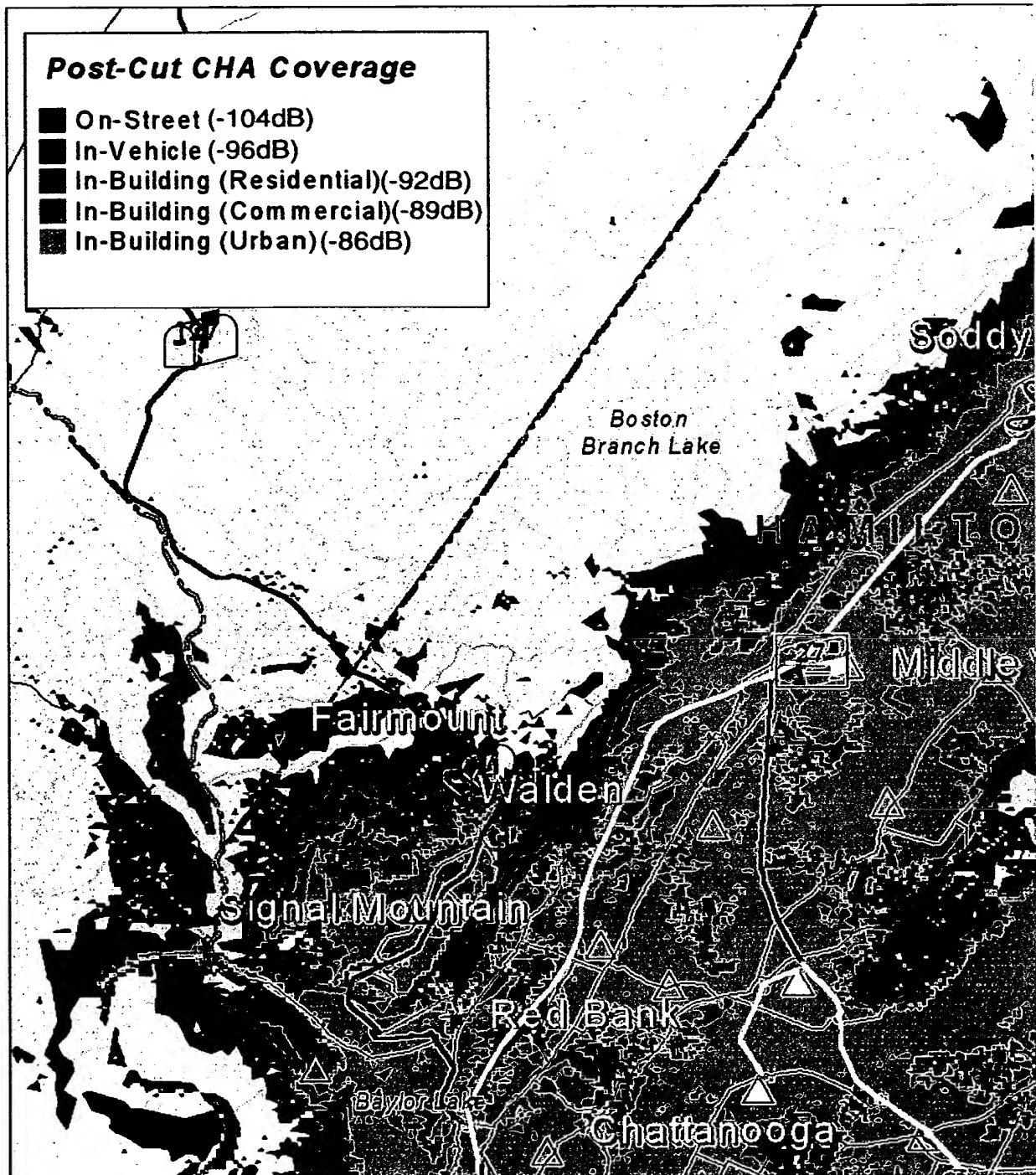
**Pre-Cut CHA Coverage**

- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)



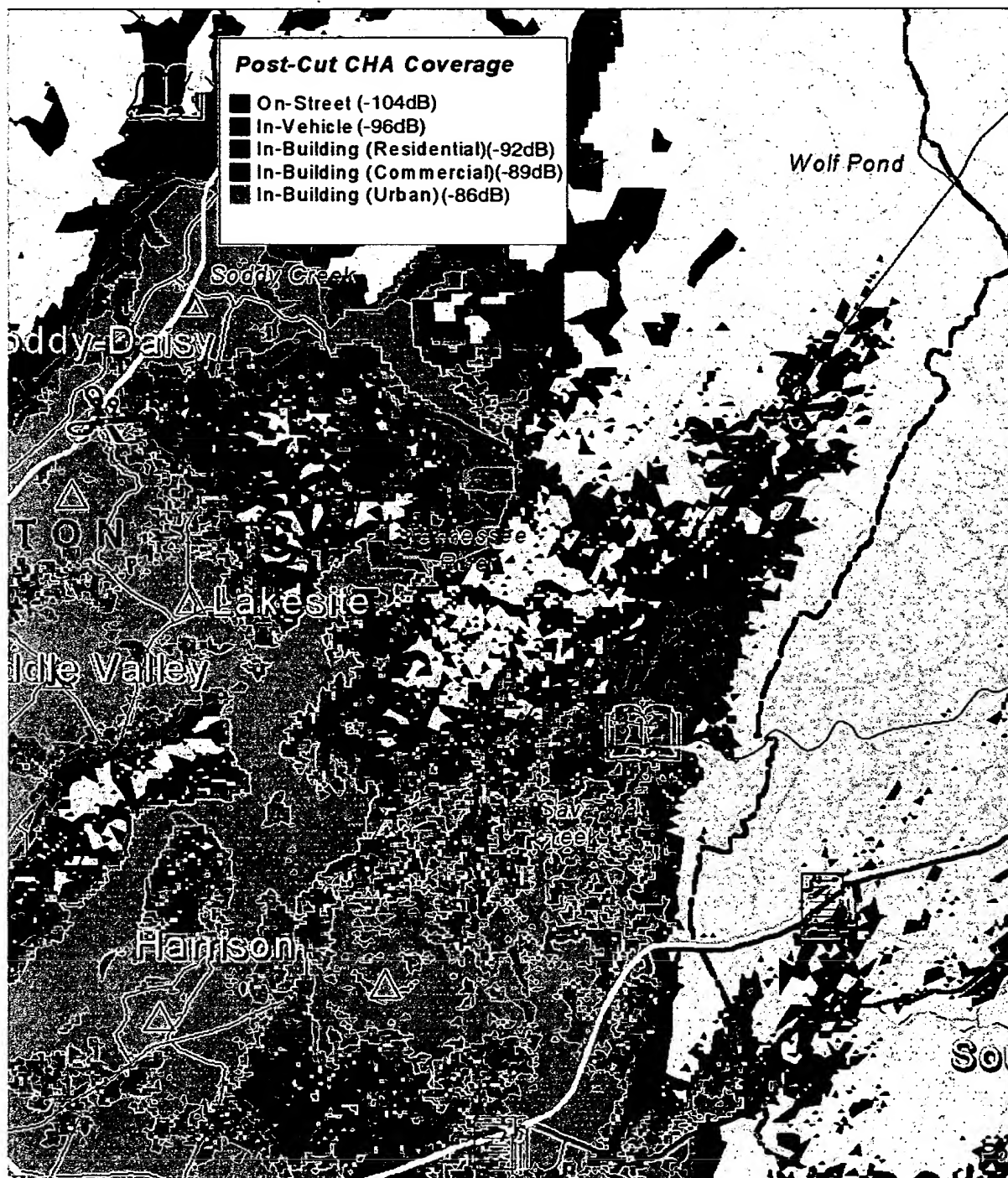
**FIG. 8d**

09772066-054501



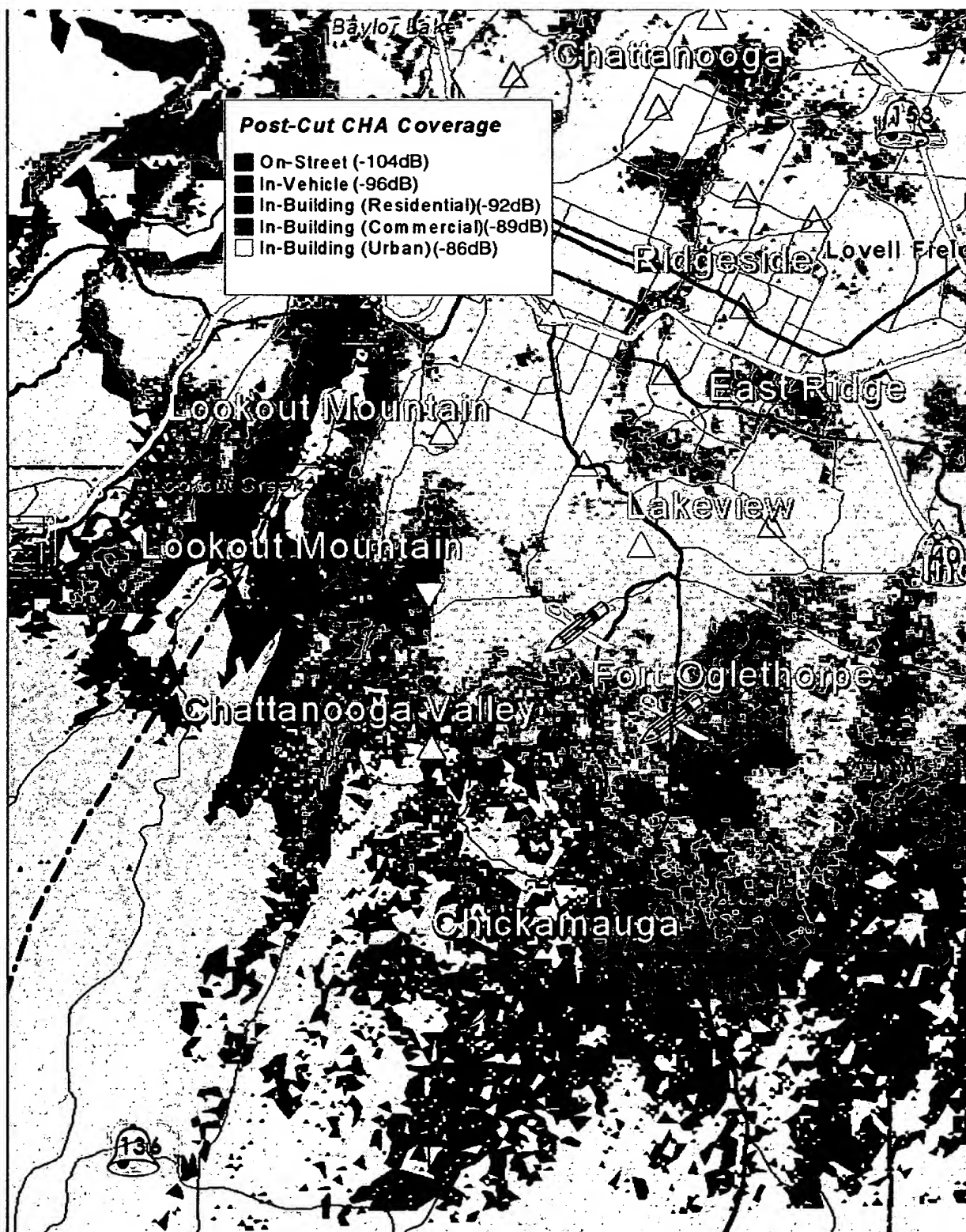
**FIG. 9a**

09772066, 051501



**FIG. 9b**

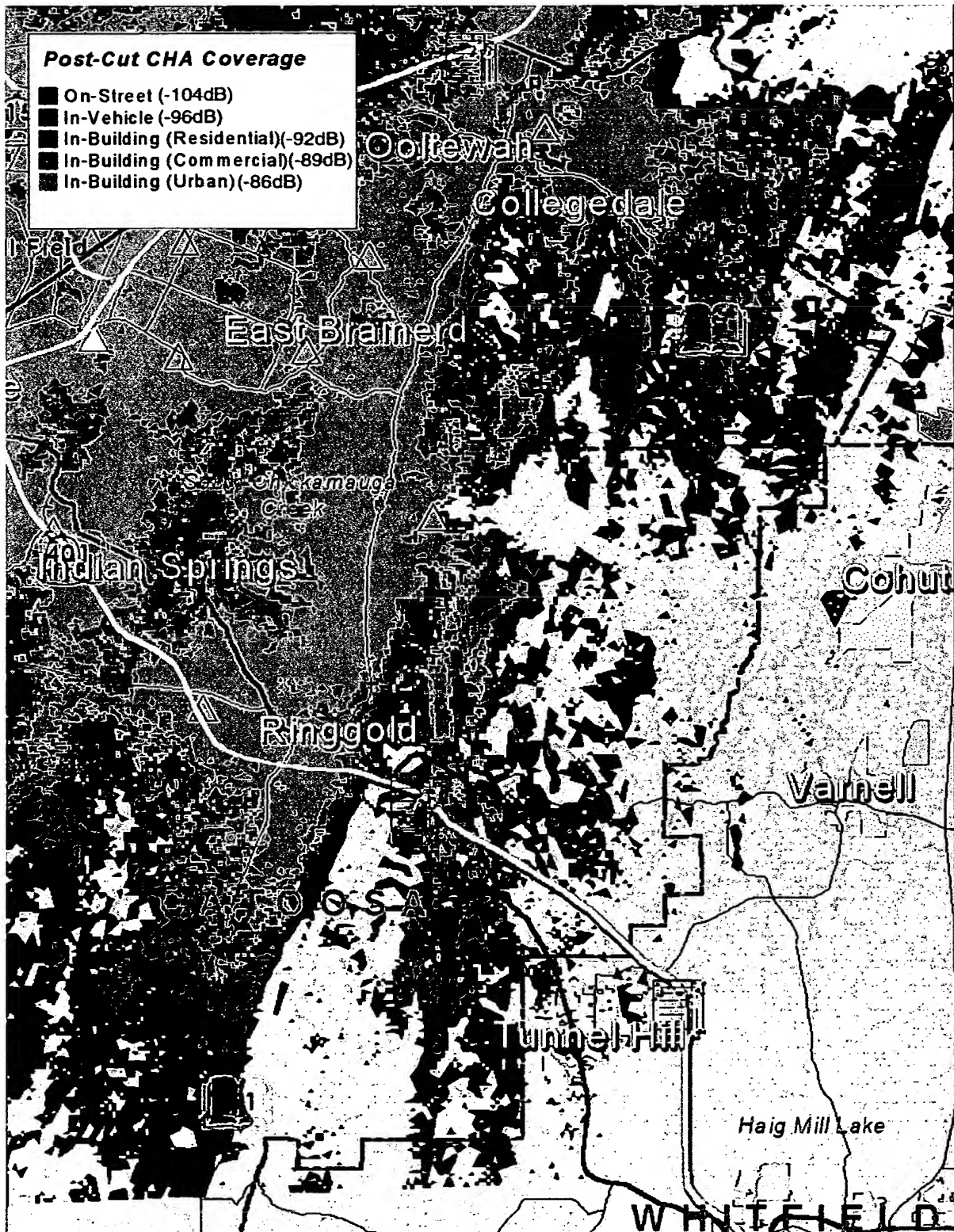
09772066 "051501



**FIG. 9c**



09772066-051501



**FIG. 9d**

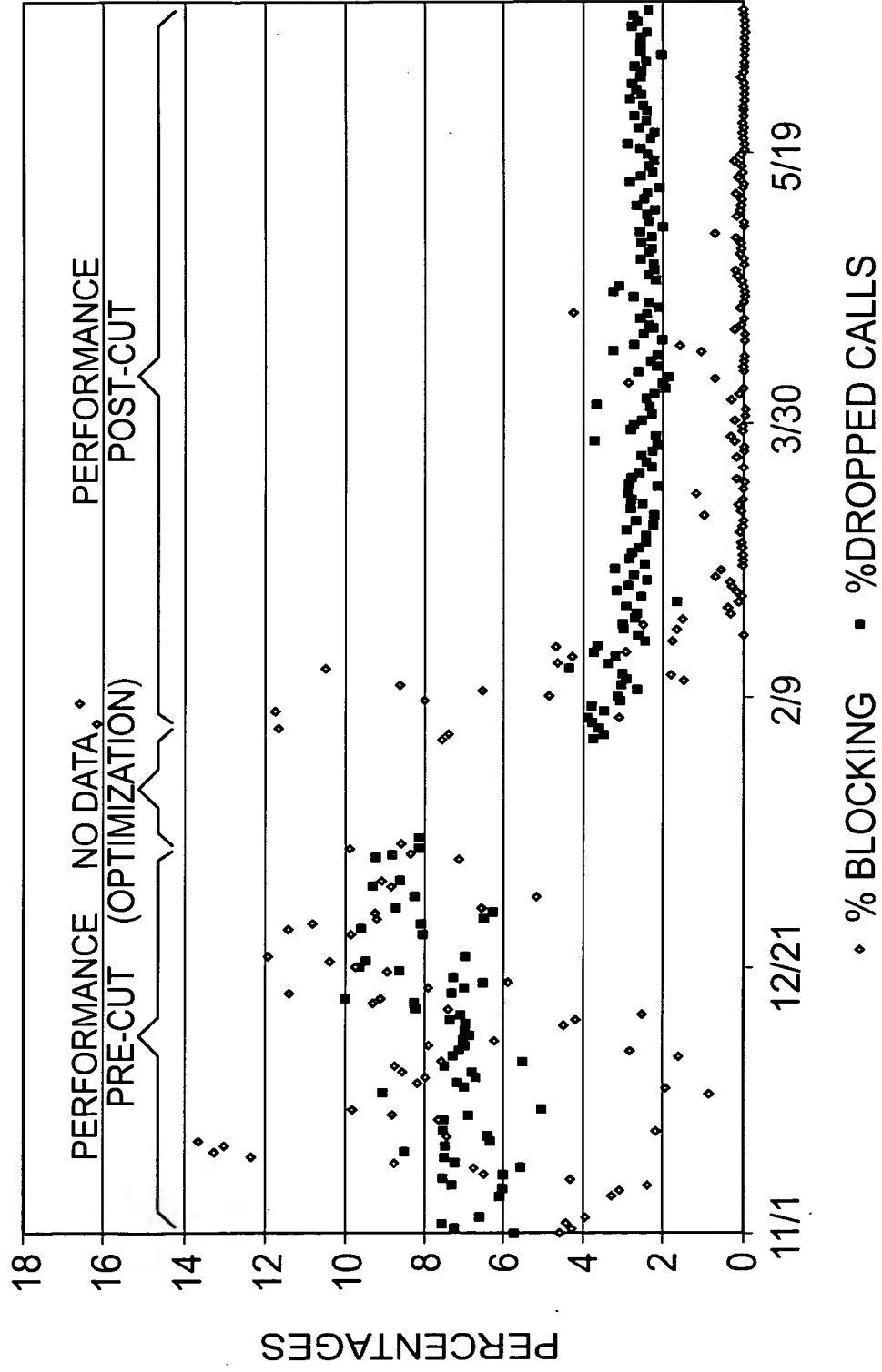
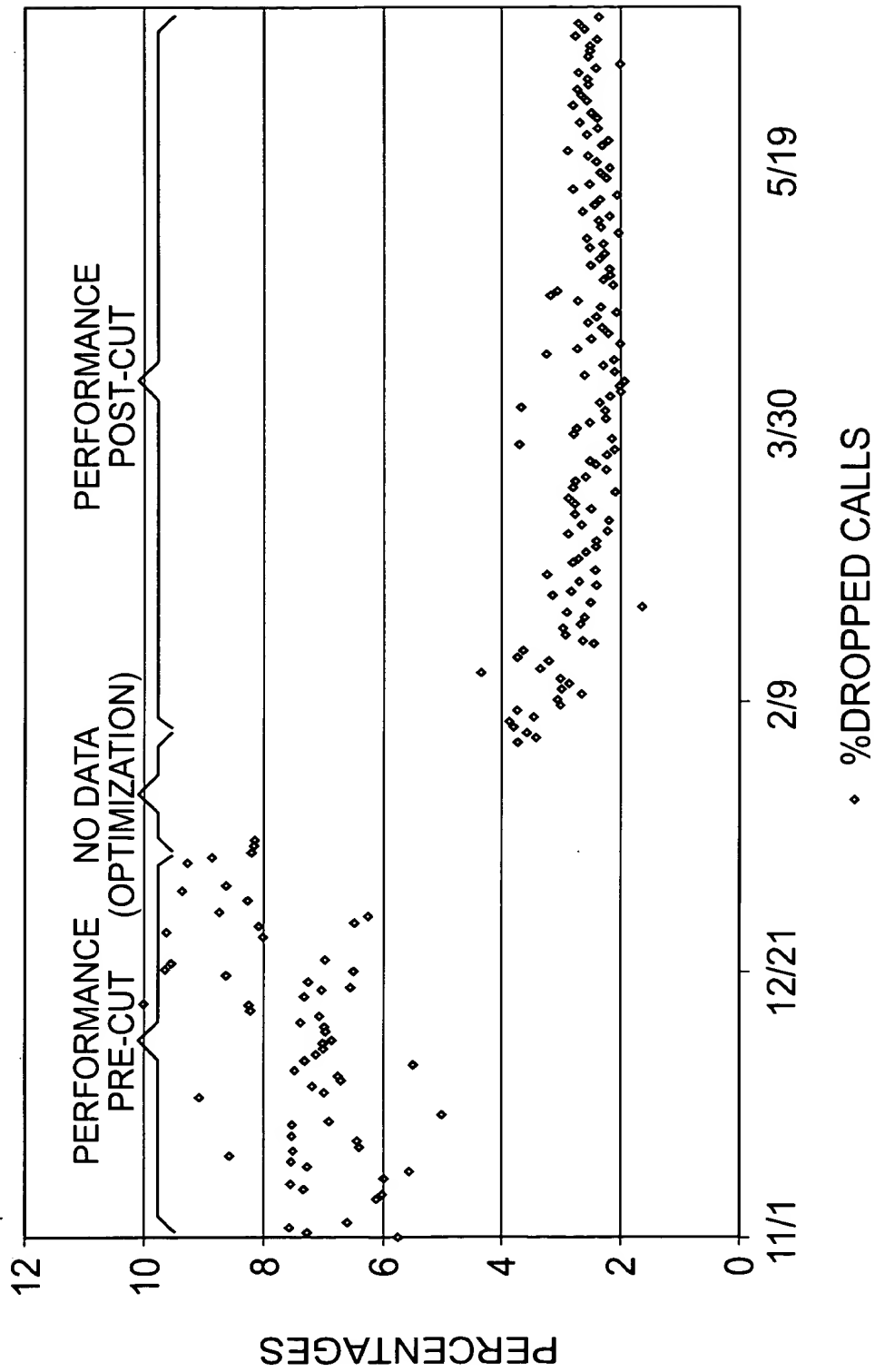


FIG. 10a



**FIG. 10b**

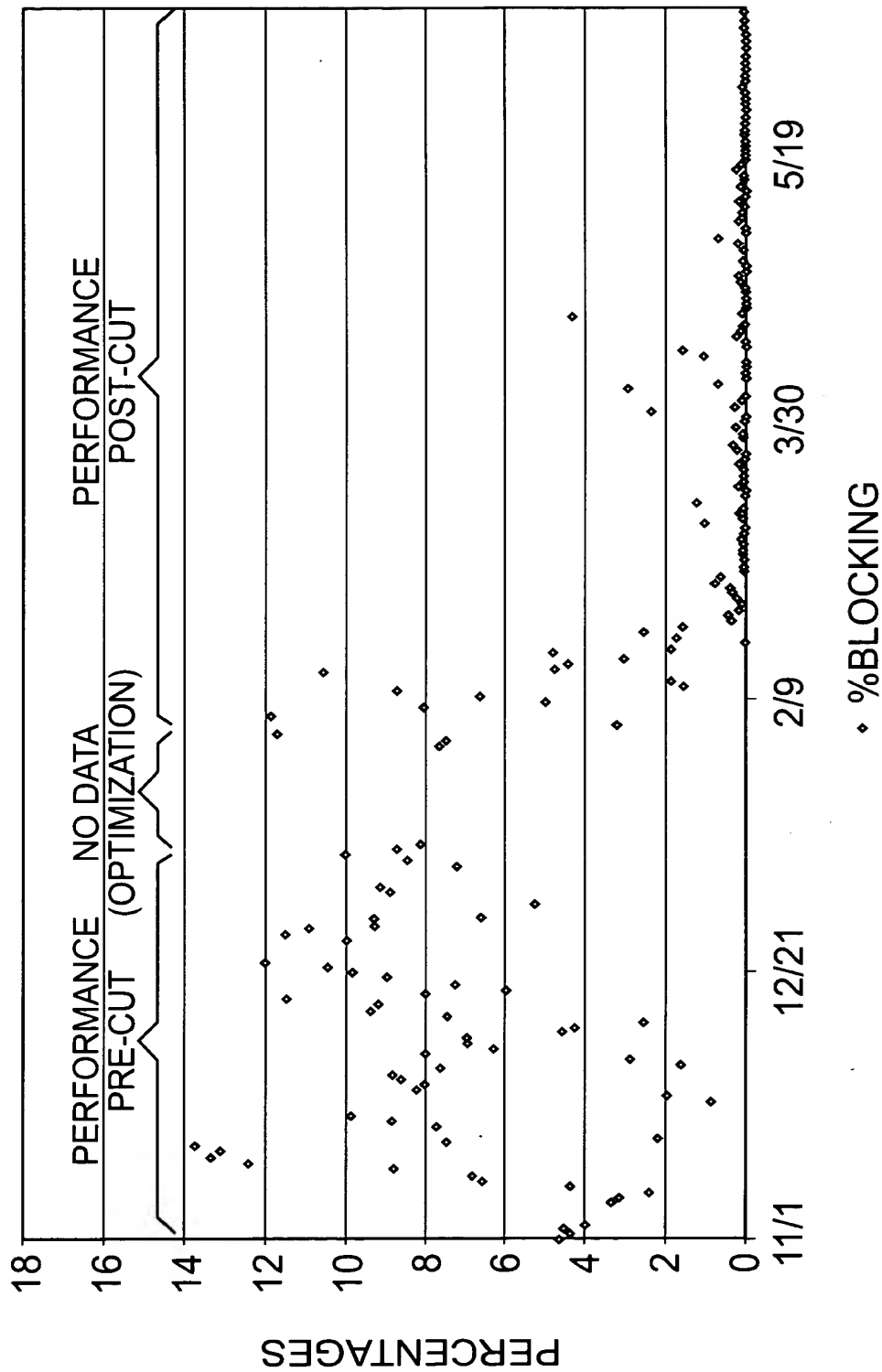


FIG. 10c



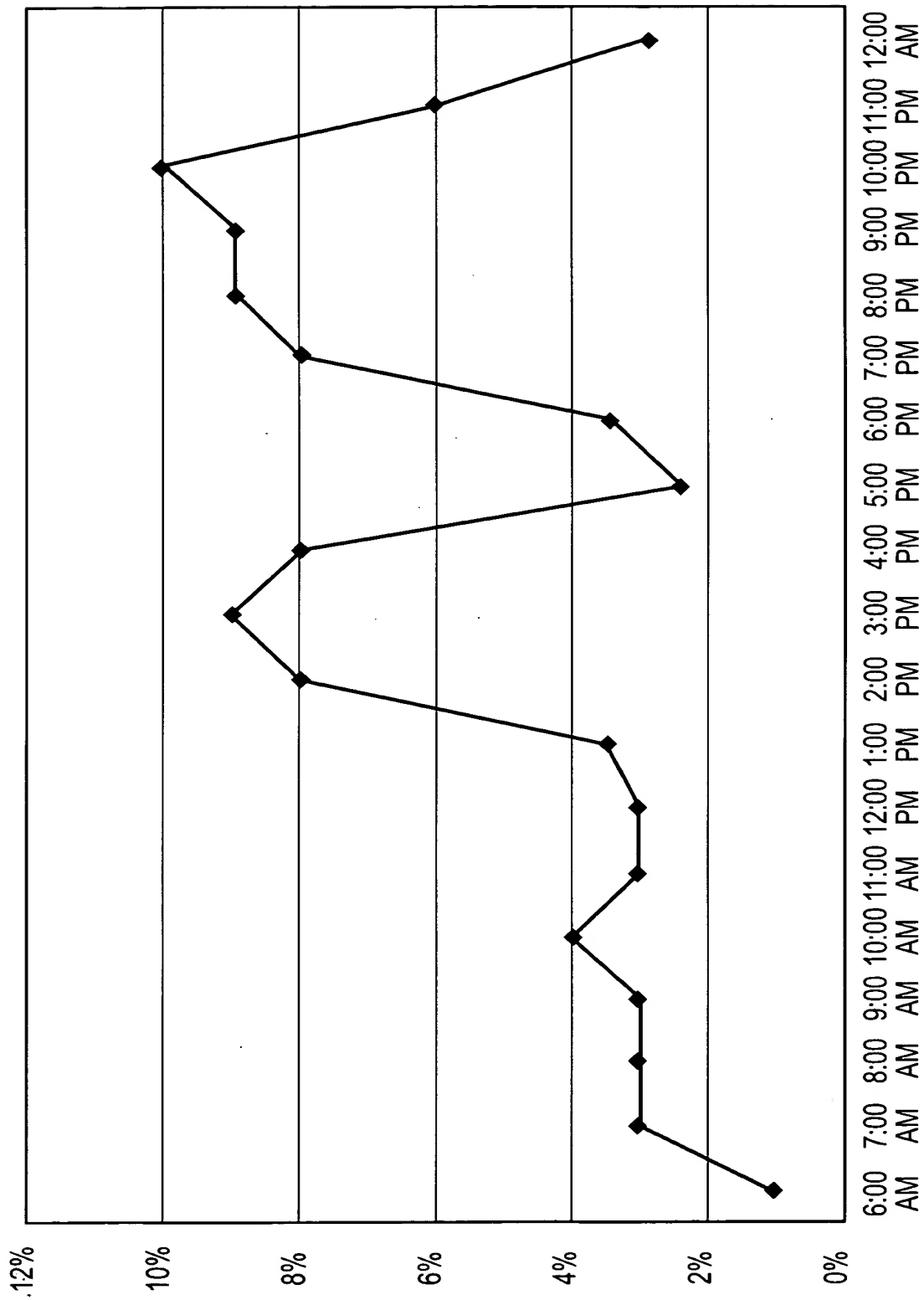
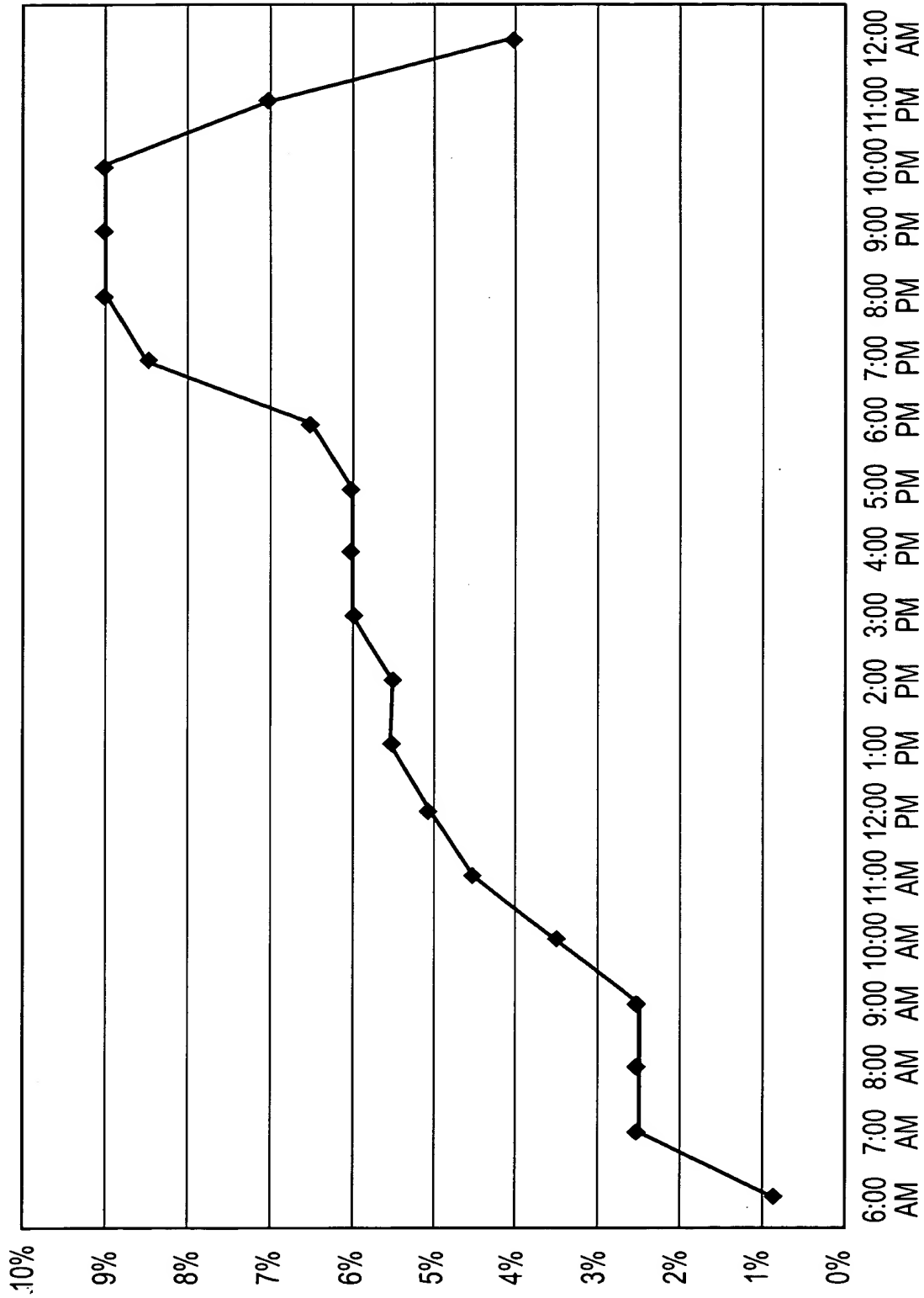


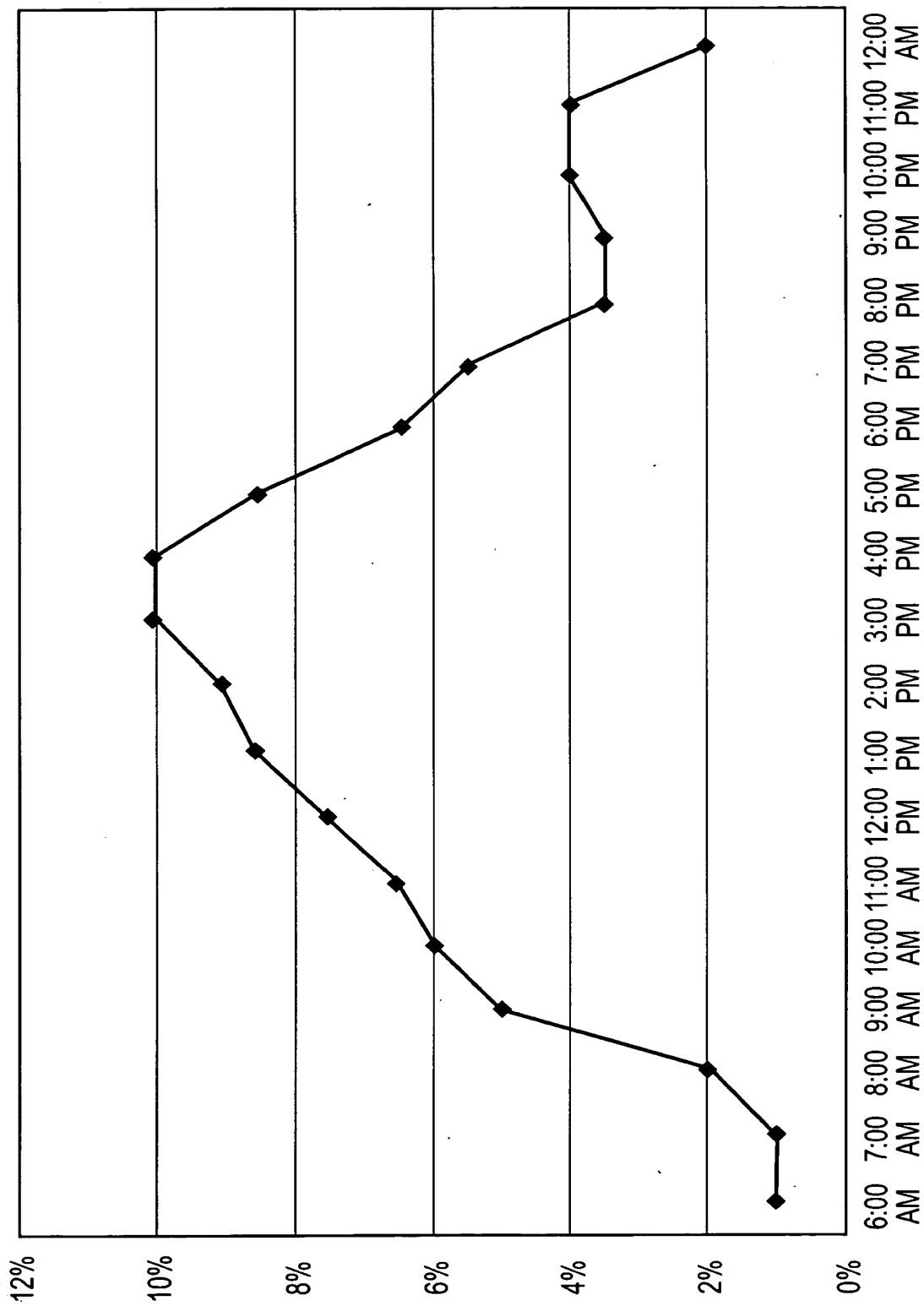
FIG. 11

105150" 99024/60



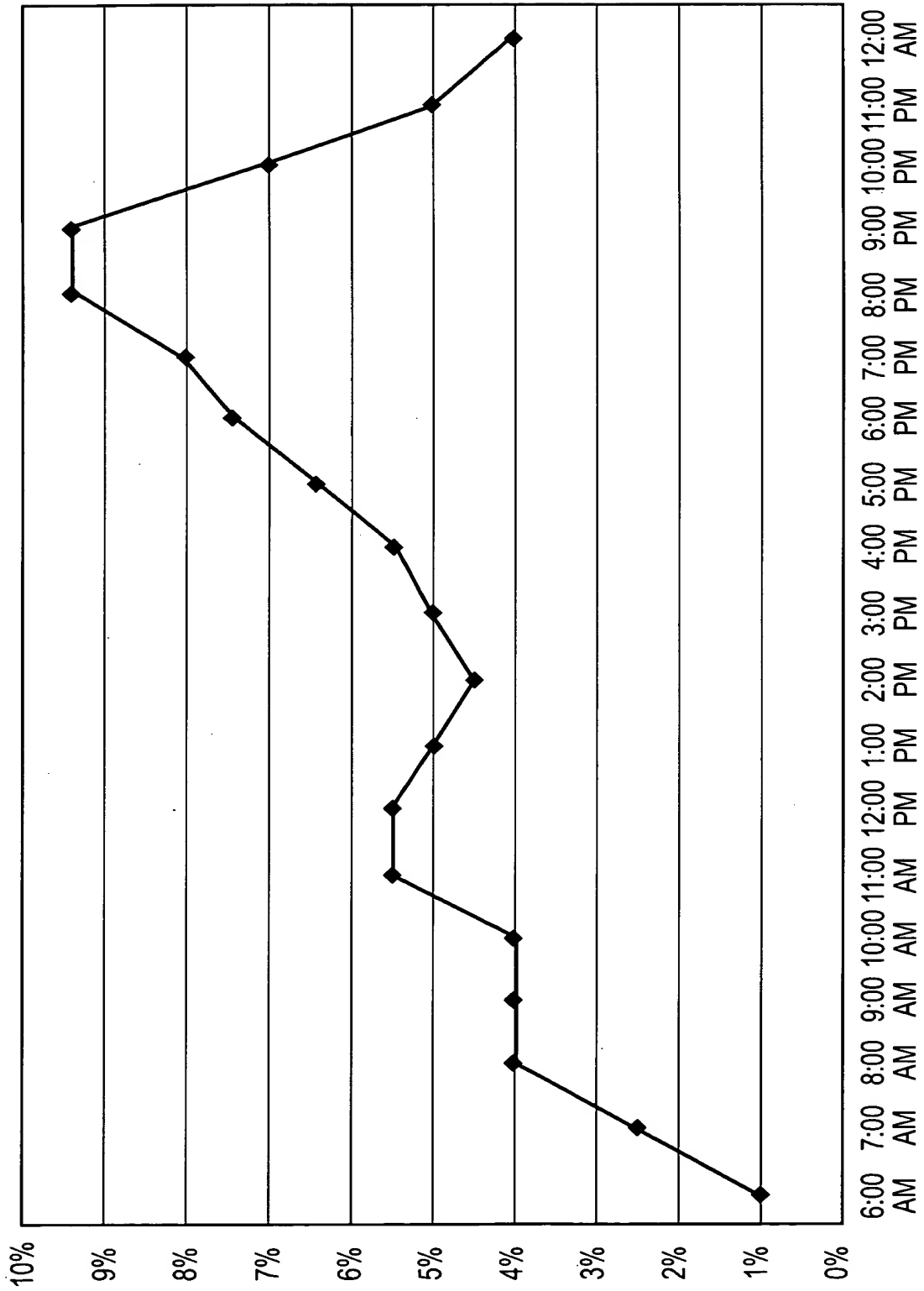
**FIG. 12**

TEST# 9902260



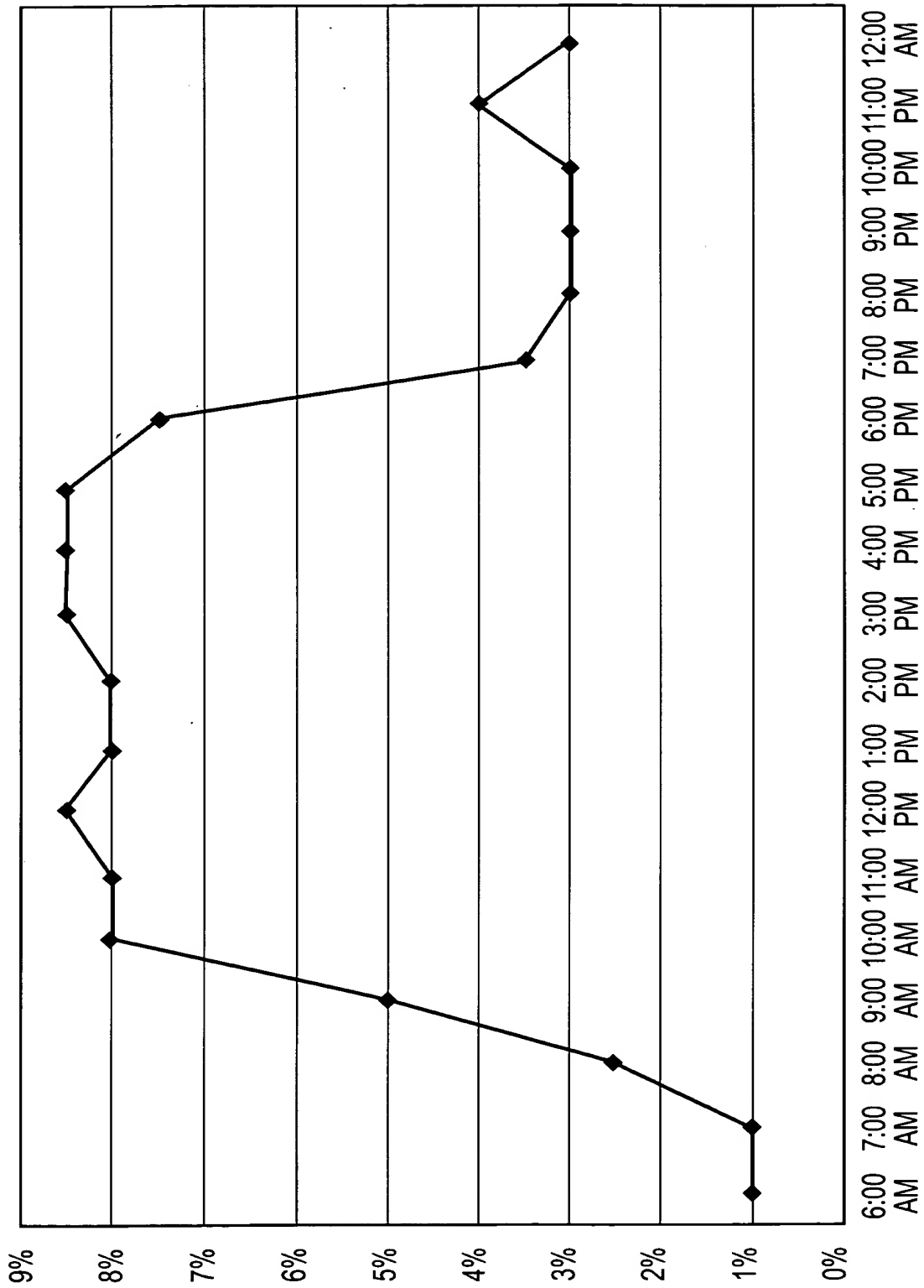
**FIG. 13**

TEST# 9902260



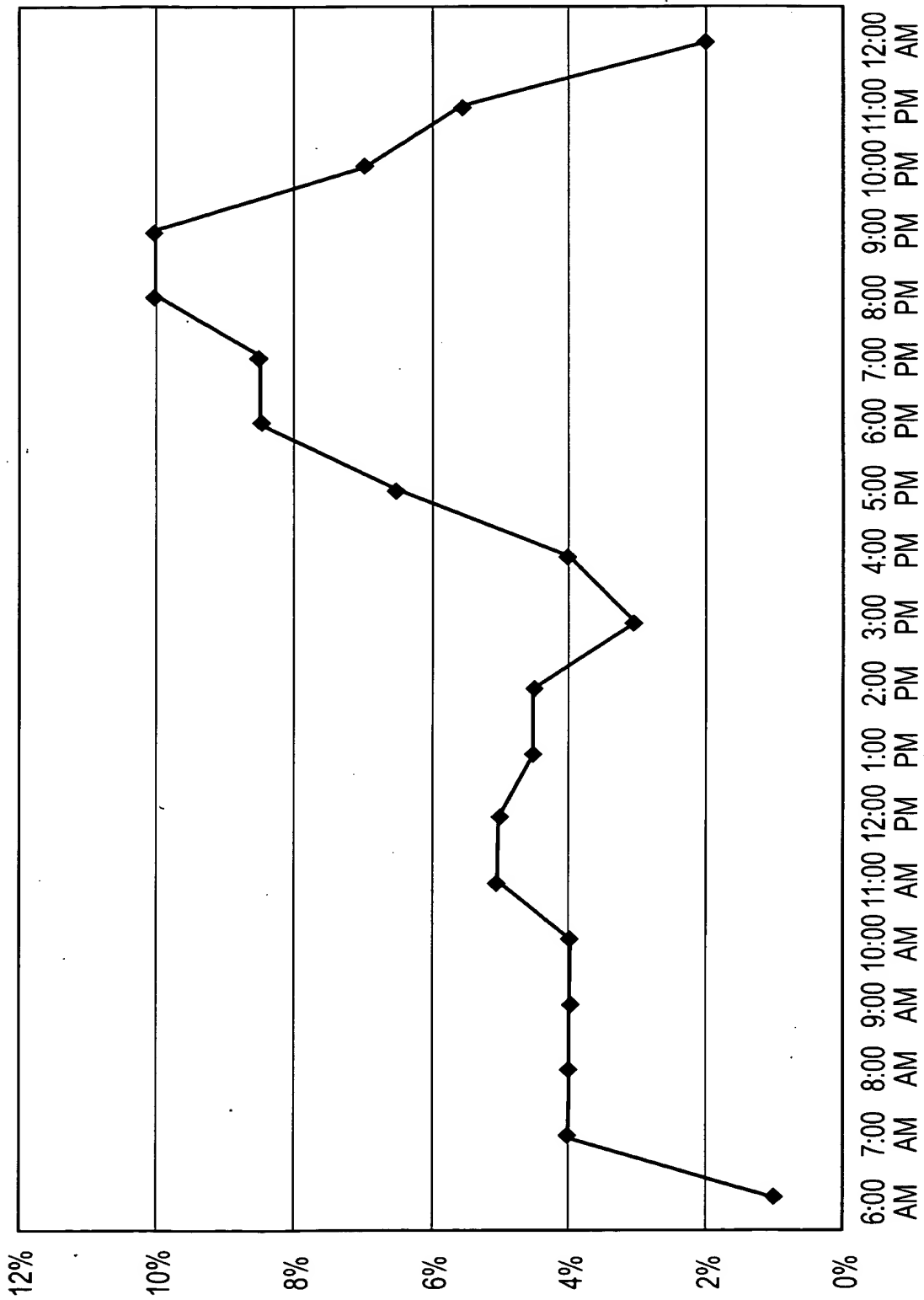
**FIG. 14**

TESTS 99022690



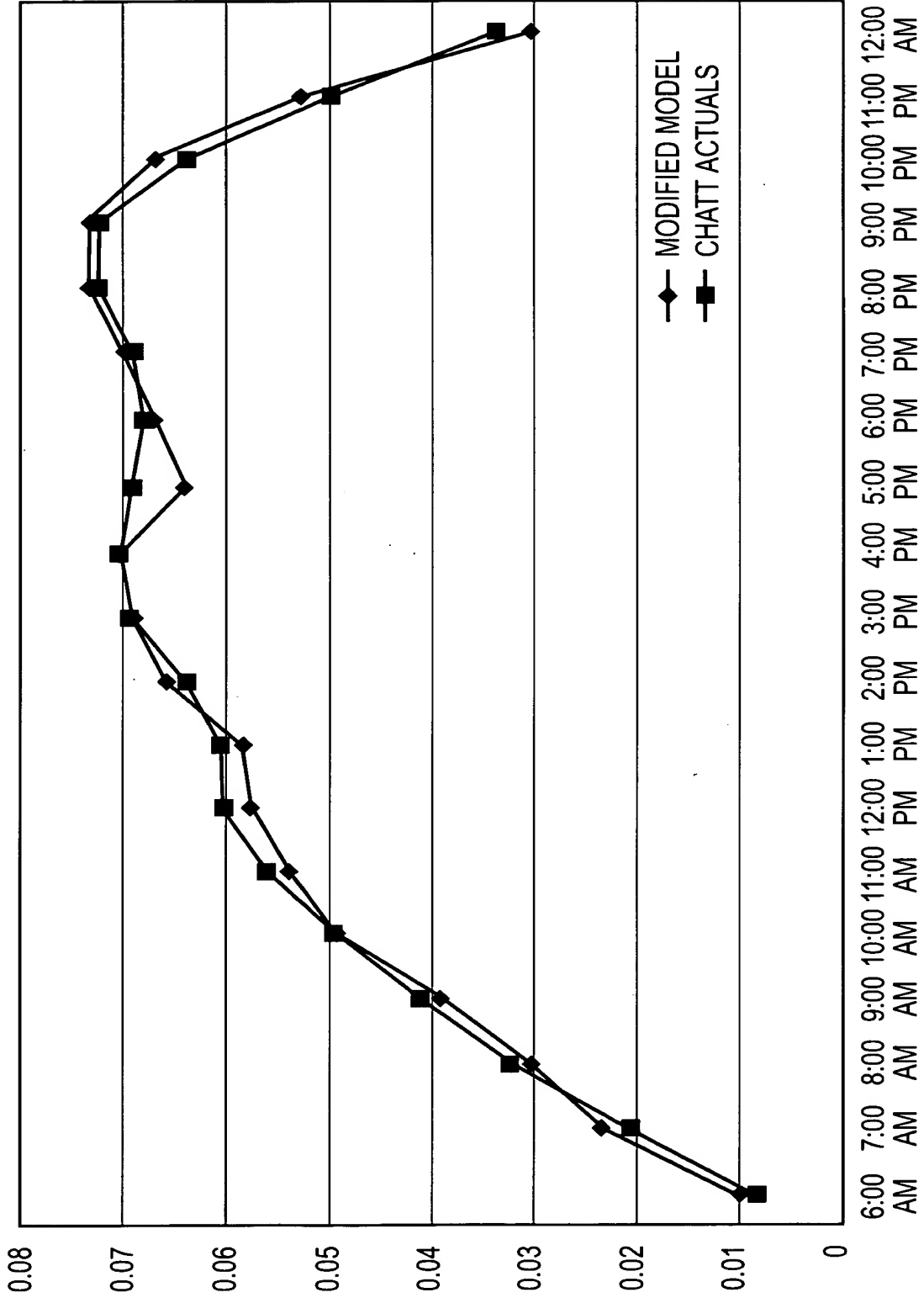
**FIG. 15**

POST 50" 99027260



**FIG. 16**

FOSTSD" 9902260



**FIG. 17**

PROOF OF CONCEPT  
CHATTANOOGA

CRICKET WAS EBITDA BREAK-EVEN IN CHATTANOOGA AT 12 MONTHS

| 7.7% PENETRATION           | 12 MONTHS<br>24,000 CUSTOMERS<br>AS OF 2/29/00 | 5 YEARS |
|----------------------------|--|---------|
| COSTS IN <u>FIRST</u> YEAR |  |         |
| COST PER GROSS ADD         | <\$230   | \$550   |
| SUPPORT COSTS/AVERAGE SUB  | \$5.60   | \$11.45 |
| OPERATIONS COST/MOU        | \$0.013  | \$0.039 |

FIG. 18



## CAPITAL UTILIZATION

| YEAR FROM SYSTEM LAUNCH   |        |       |       |       |       |     |
|---|--------|-------|-------|-------|-------|-----|
|   | 1      | 2     | 3     | 4     | 5     | 10  |
| (IN THOUSANDS OF DOLLARS)   |        |       |       |       |       |     |
| CUMULATIVE ANTICIPATED CAPITAL EXPENDITURE PER SUBSCRIBER (AVERAGE) |        |       |       |       |       |     |
| POWERTEL (GSM)  | 9,516  | 4,613 | 2,528 | 1,689 | 1,280 | 692 |
| SPRINT (CDMA)   | 19,367 | 4,349 | 1,860 | 954   | 729   | 586 |
| PRESENT INVENTION   | 2,354  | 2,628 | 1,949 | 1,183 | 877   | 550 |
|   |        |       |       |       |       |     |
| CAPITAL EXPENDITURE PER ERLANG (AVERAGE)                            |        |       |       |       |       |     |
| POWERTEL (GSM)  | 278    | 163   | 98    | 70    | 56    | 33  |
| SPRINT (CDMA)   | 968    | 217   | 93    | 47    | 36    | 29  |
| PRESENT INVENTION   | 47     | 52    | 38    | 23    | 17    | 11  |

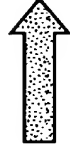
FIG. 19

## RE-ENGINEERING THE COST STRUCTURE

### ■ NETWORK BUILD-OUT

- HIGH CAPACITY CDMA
  - LATEST GENERATION EQUIPMENT
- EFFICIENT SITE LOADING
  - NO UNDERUTILIZED ROAMING SITES
- DESIGNED FOR RESIDENTIAL CALLING PATTERNS
  - LOWER % PEAK USAGE
- CAPITAL REQUIREMENT PER CUSTOMER 1/3 OF TYPICAL PCS AVERAGE IN FIRST YEAR BECAUSE OF RAPID CUSTOMER ACQUISITION

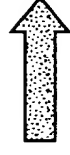
LOWER CAPITAL COSTS



### ■ NETWORK OPERATIONS

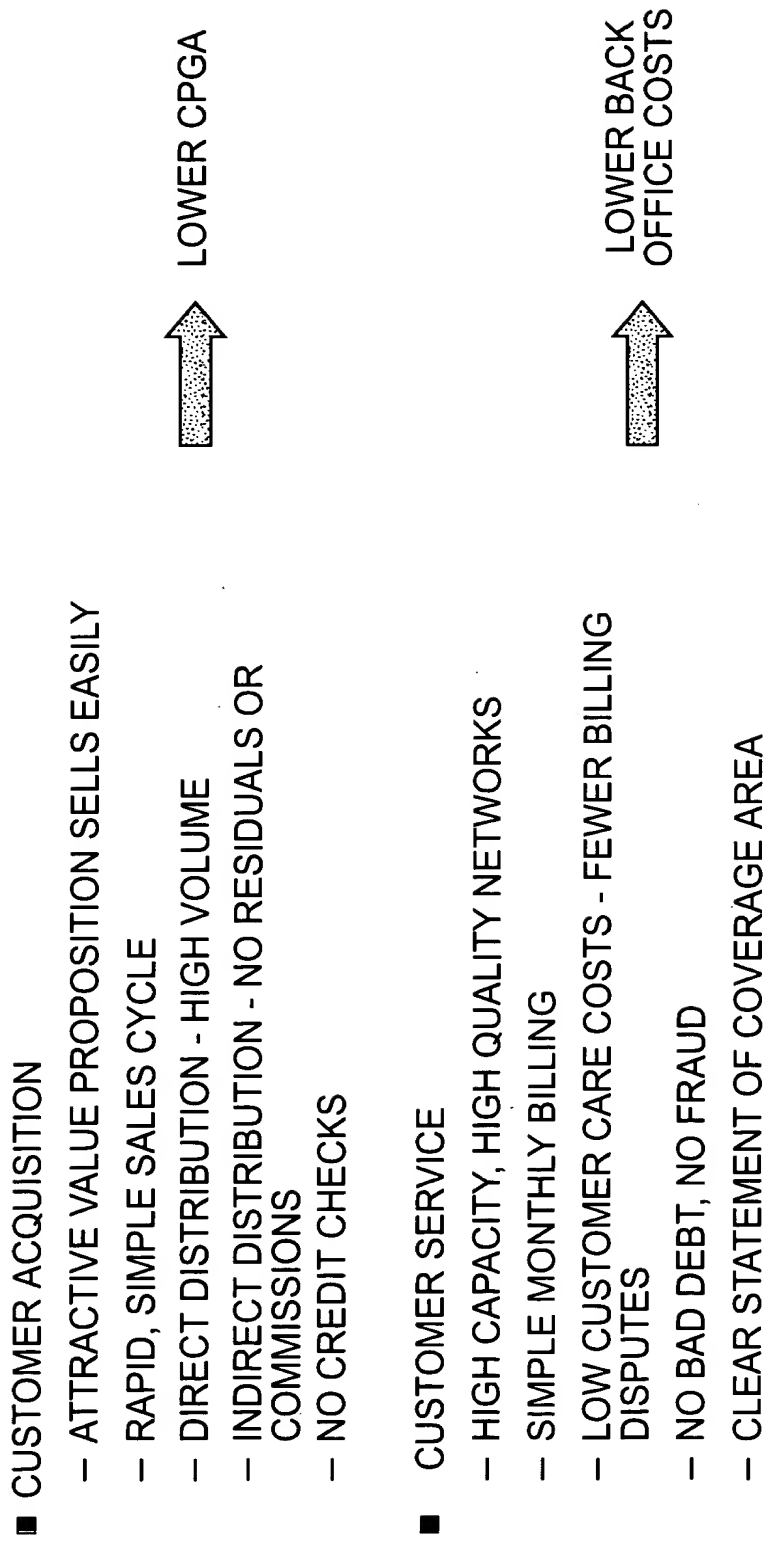
- LOWER BACKHAUL COSTS DUE TO CONCENTRATED FOOTPRINT
- FAVORABLE INCOMING/OUTGOING MIX - LOWER INTERCONNECT COST
- ELIMINATION OF ROAMING CLEARINGHOUSE AND ANTI-FRAUD COSTS

LOWER NETWORK OPERATING COSTS



**FIG. 20a**

## RE-ENGINEERING THE COST STRUCTURE (CONT'D)



**FIG. 20b**

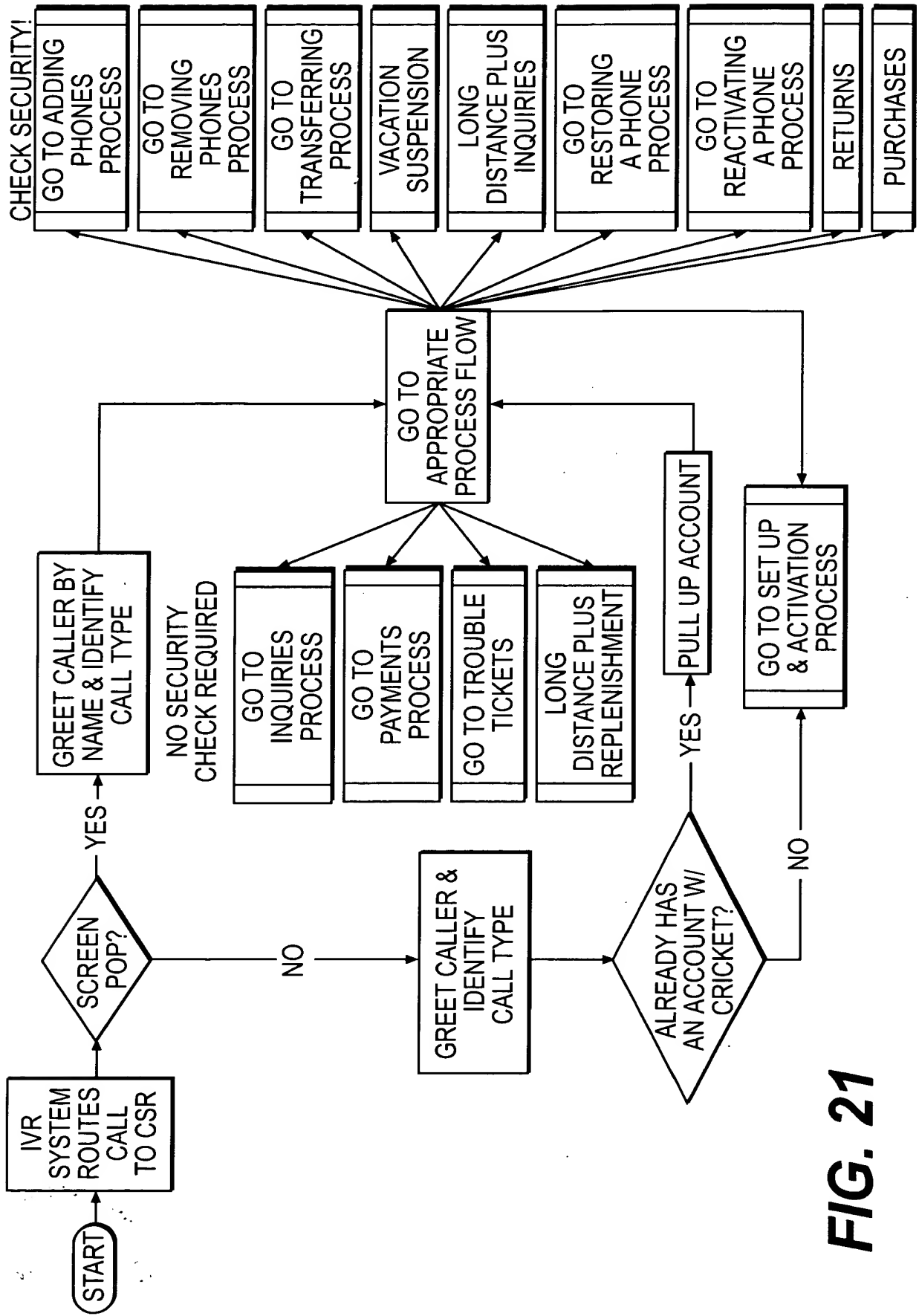
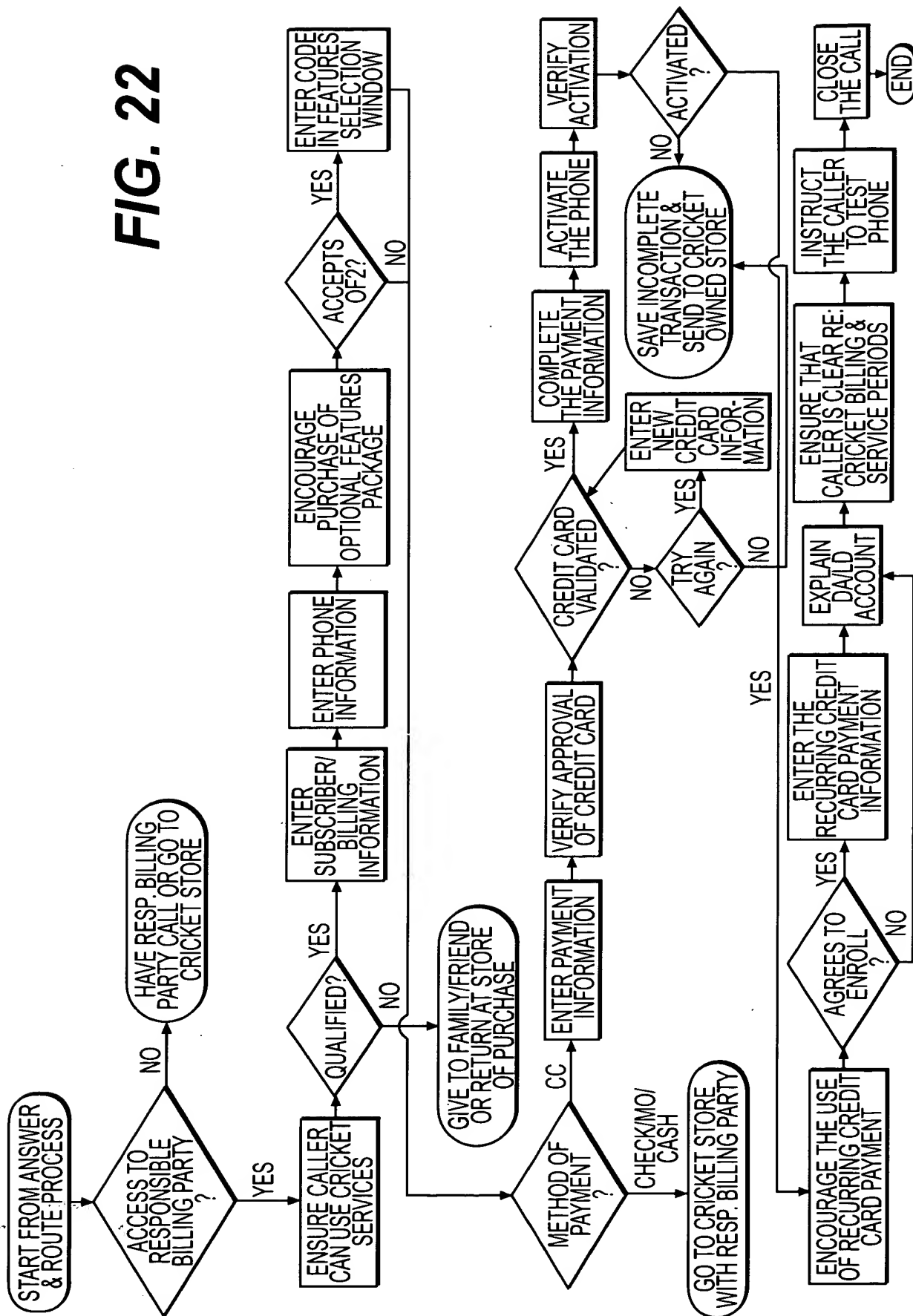


FIG. 21

FIG. 22



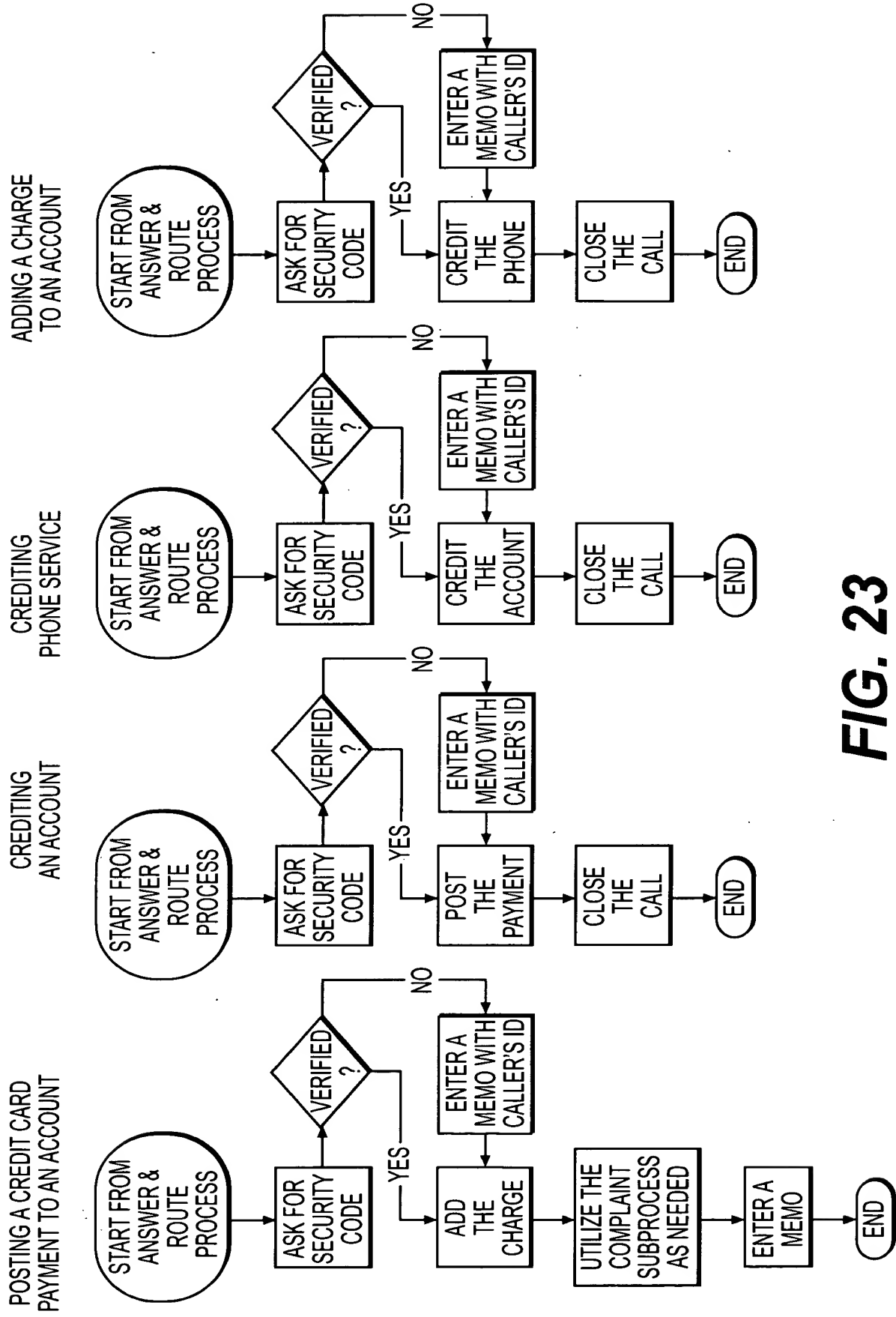


FIG. 23

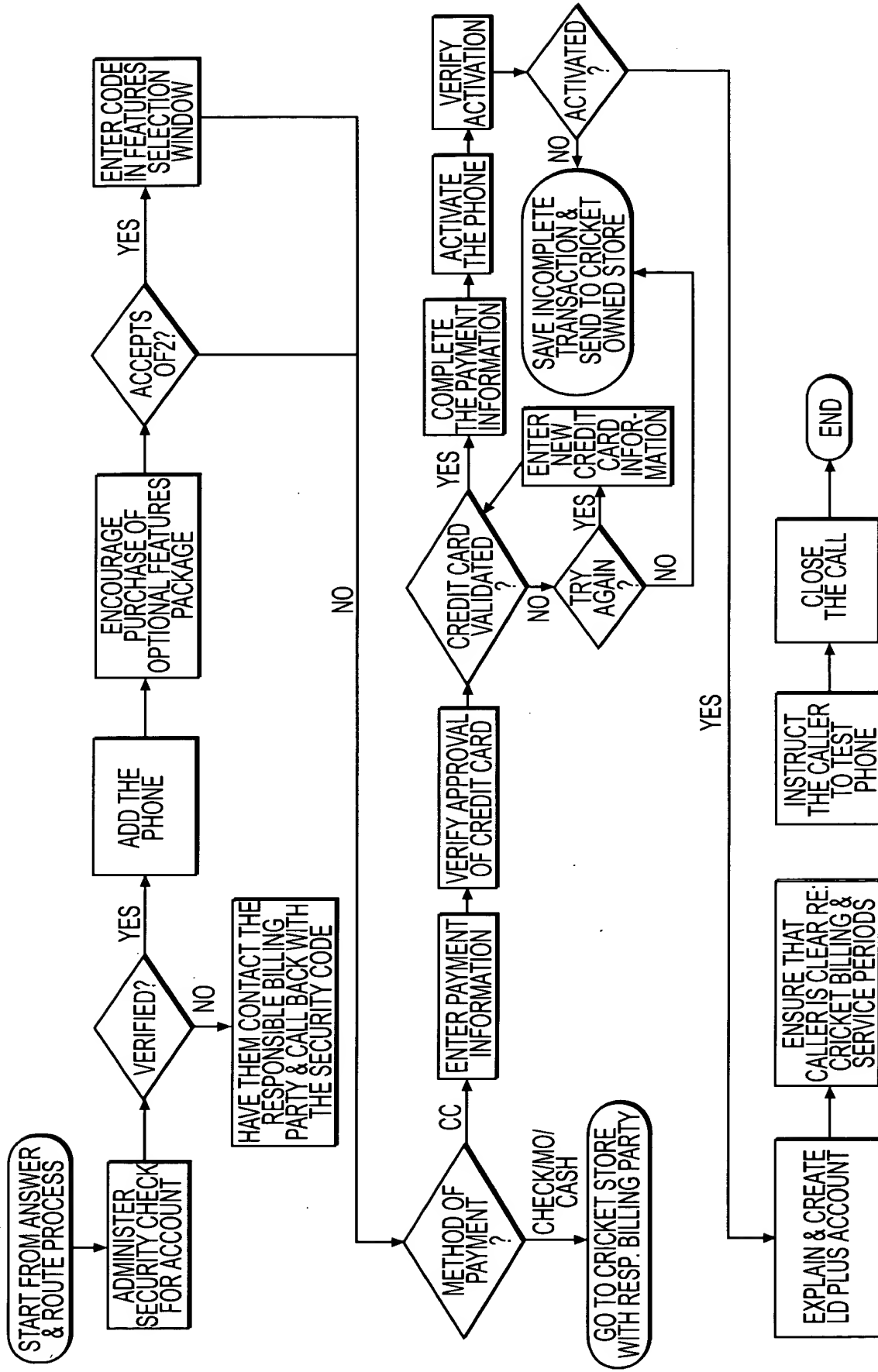


FIG. 24

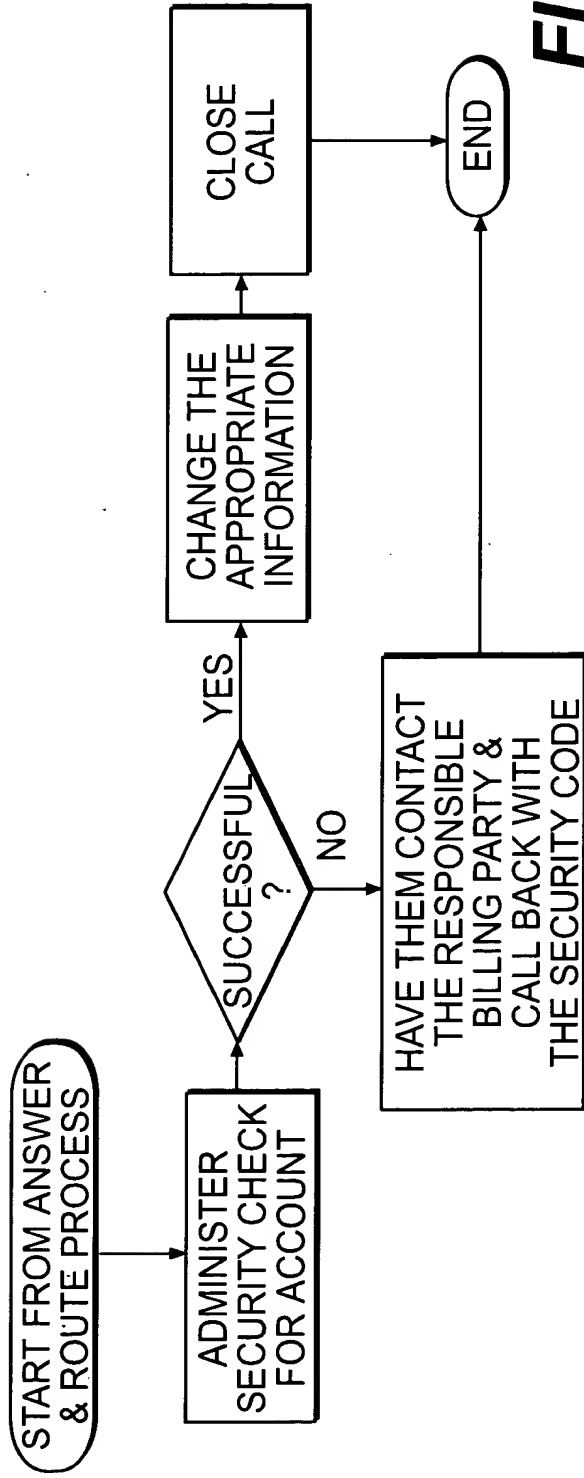


FIG. 25

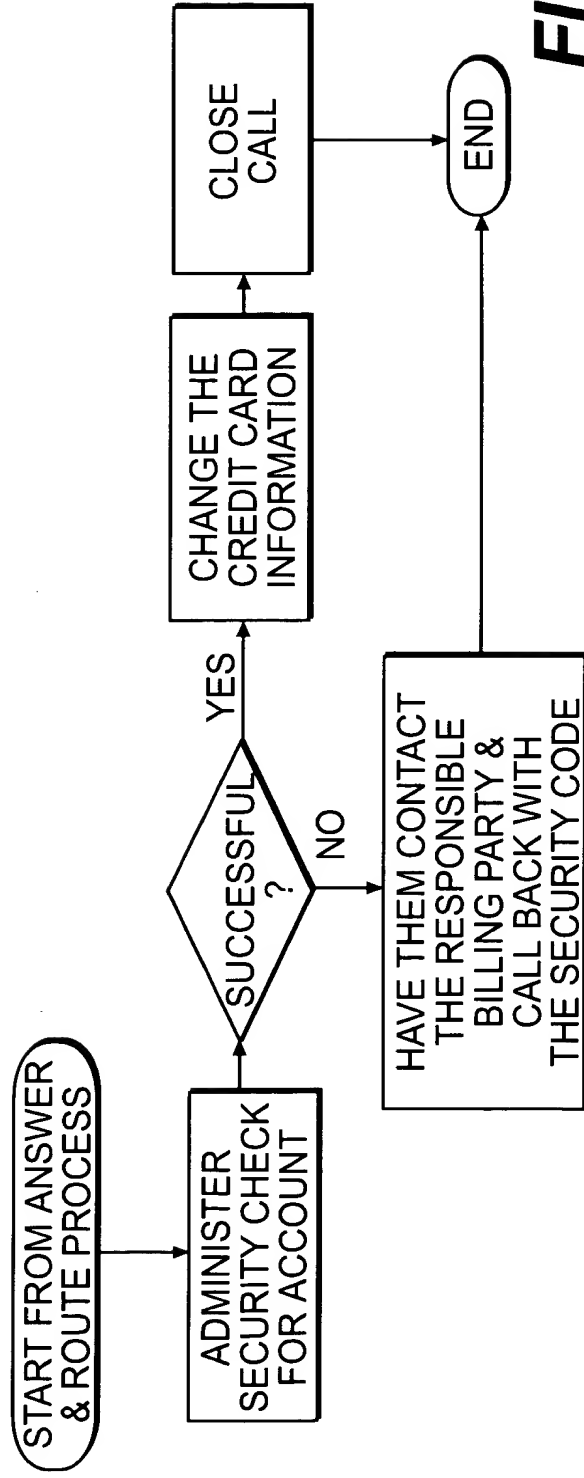


FIG. 27



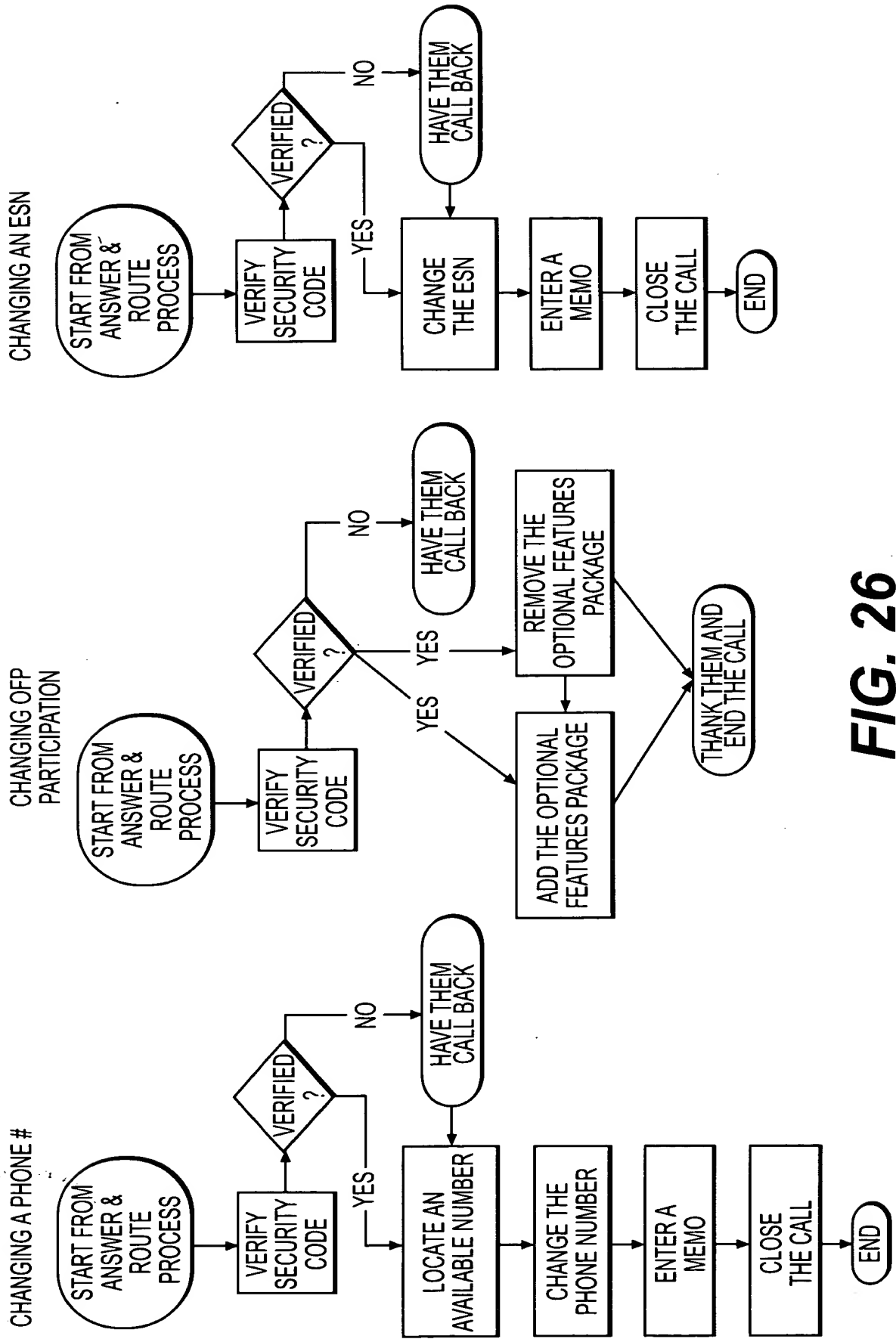


FIG. 26

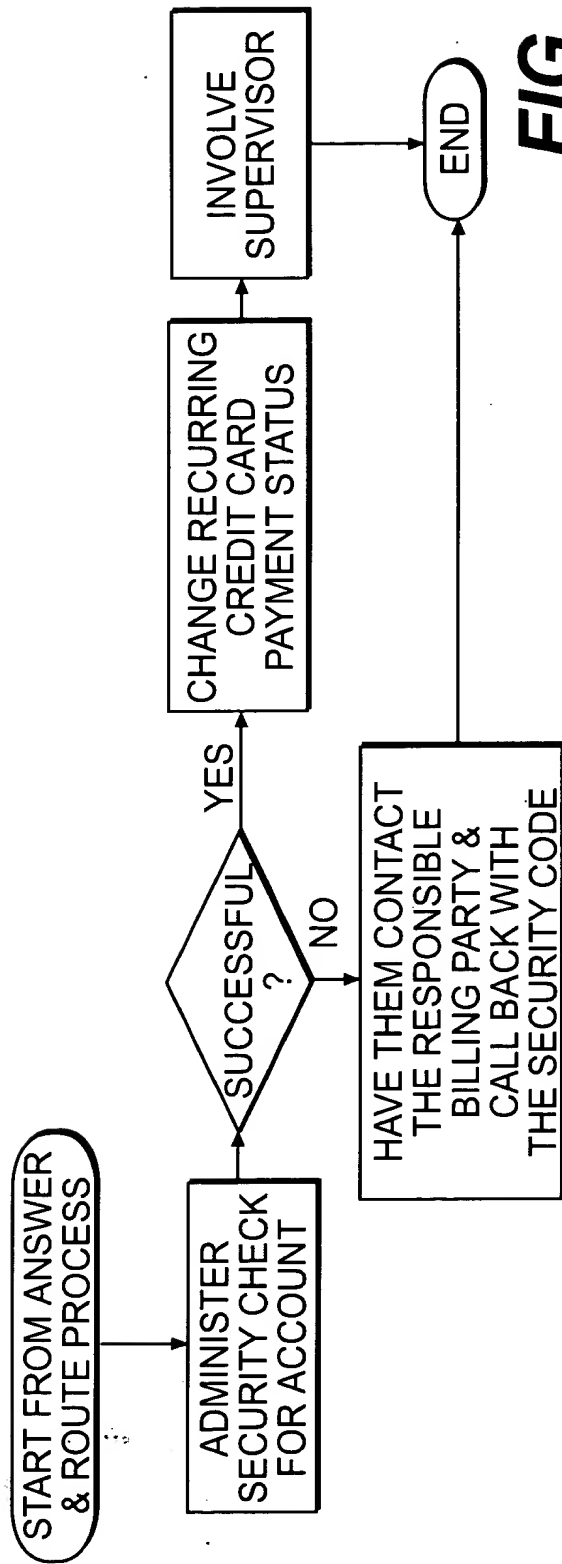


FIG. 28

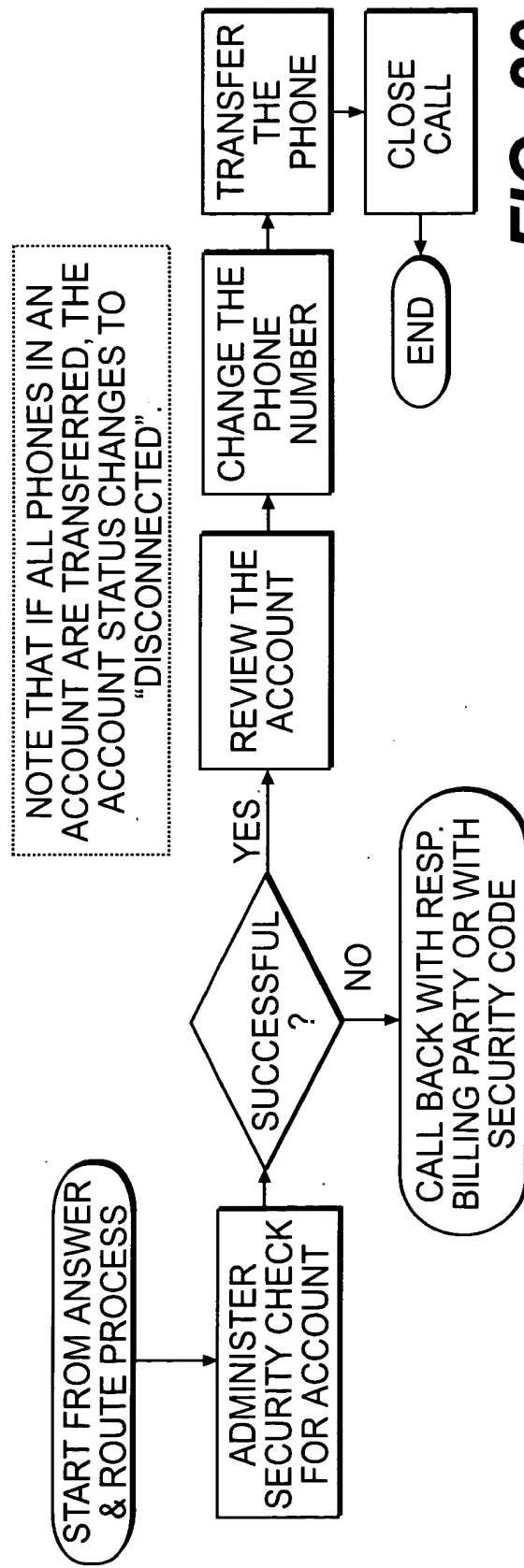


FIG. 29

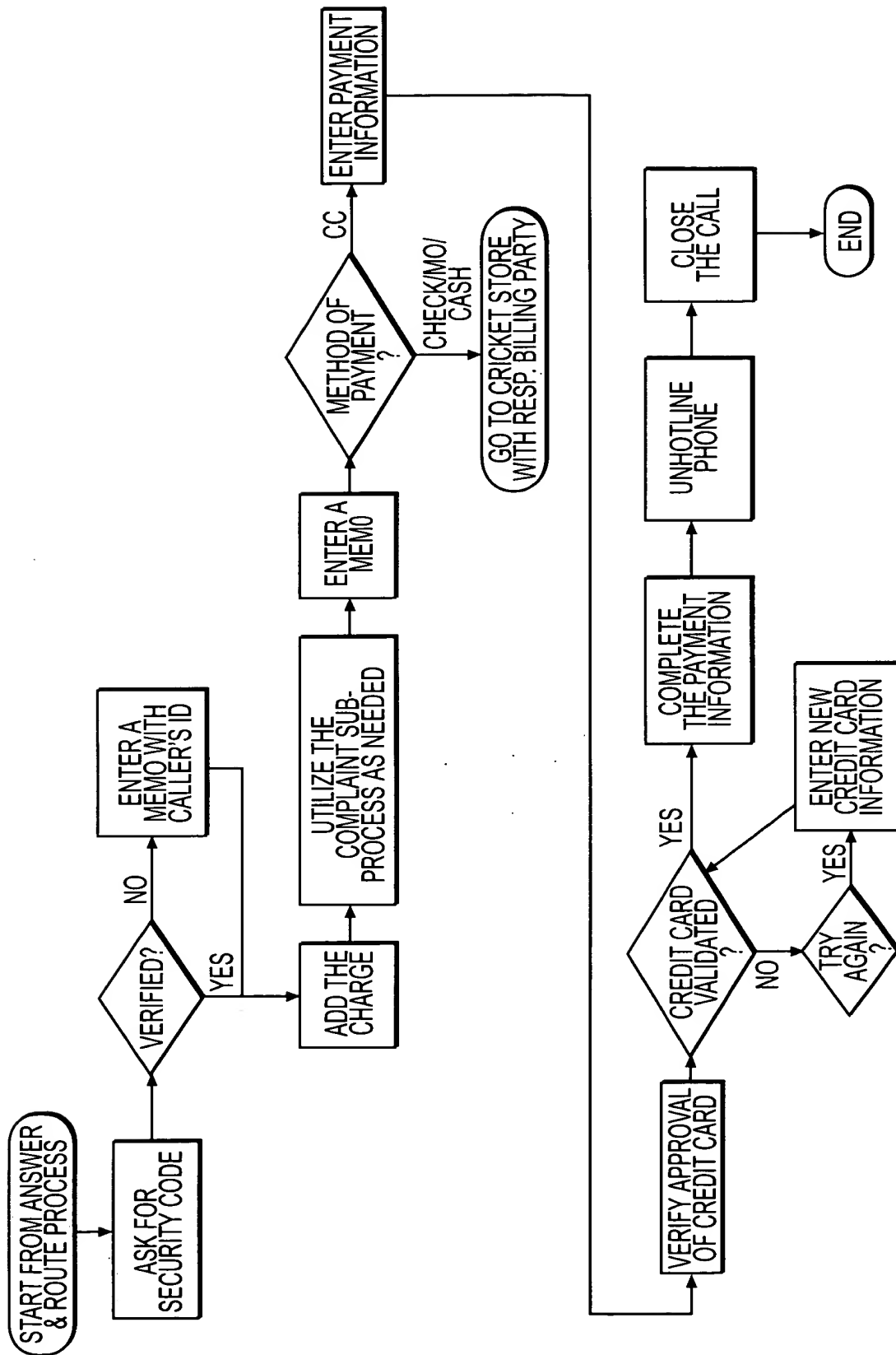


FIG. 30

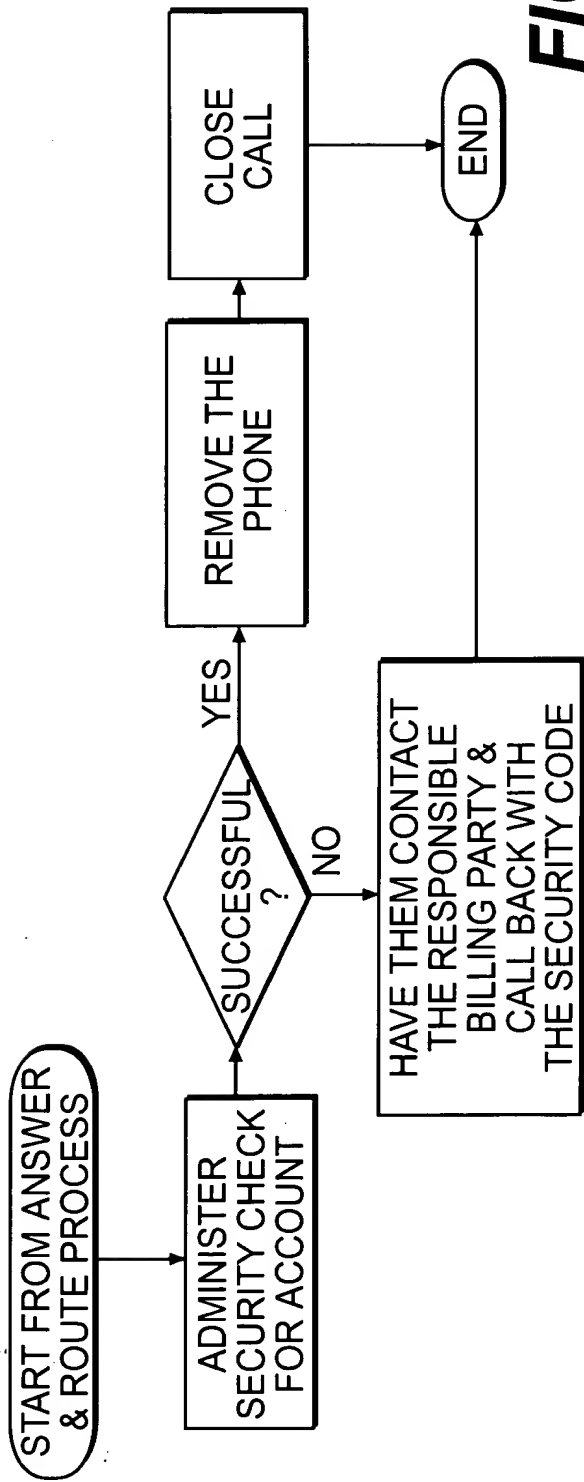


FIG. 31

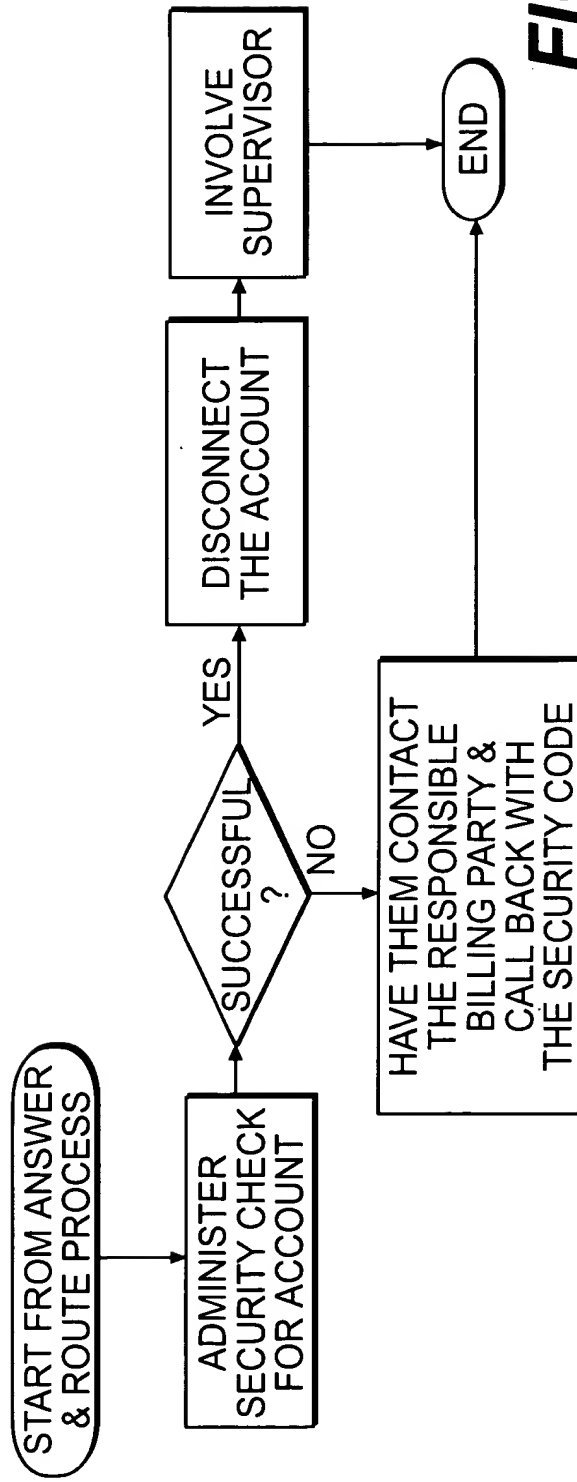


FIG. 32

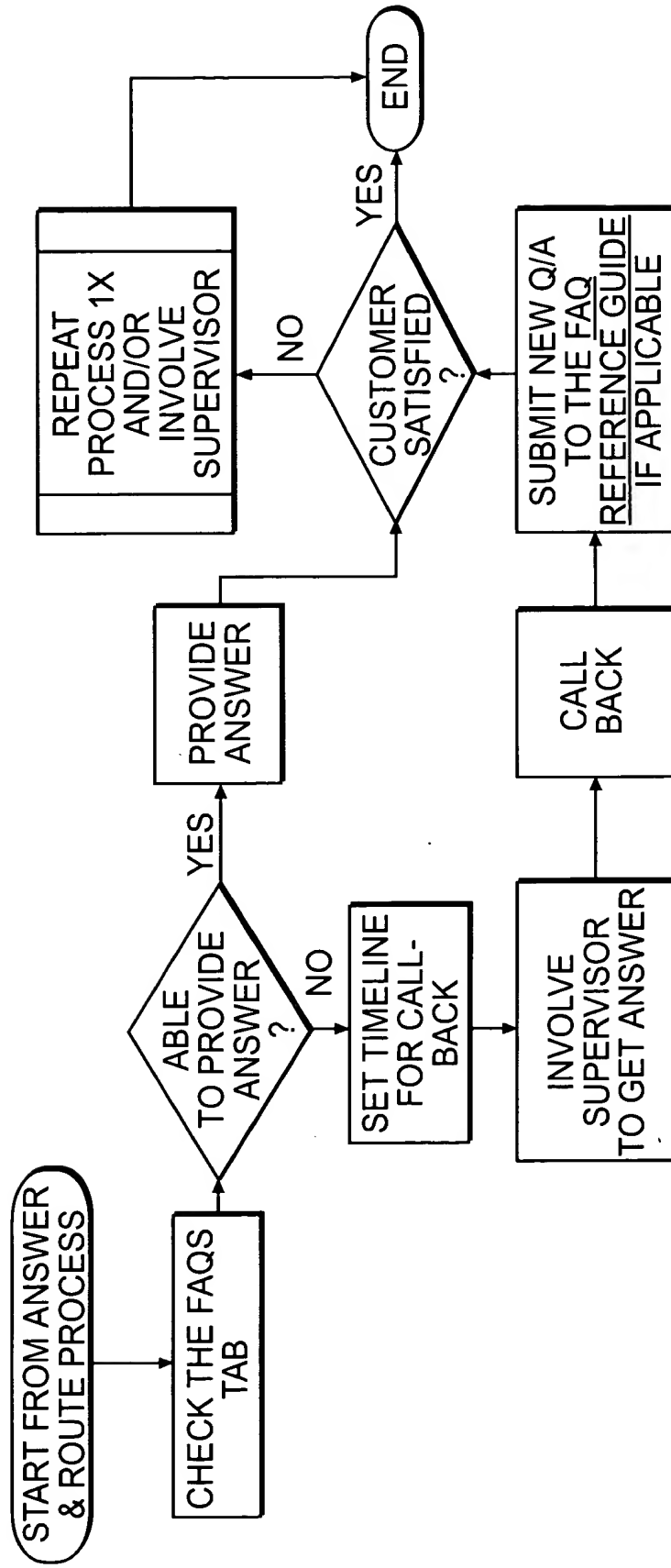
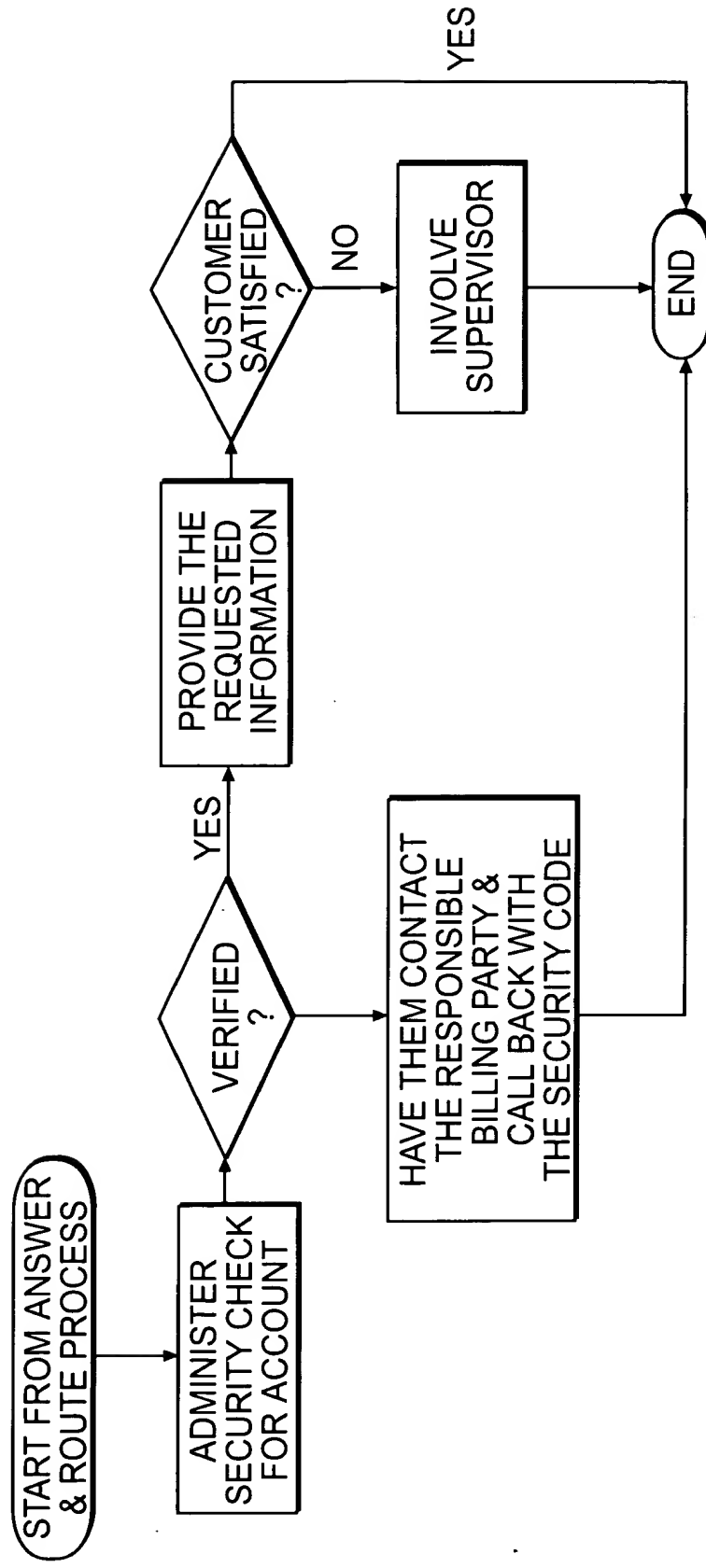


FIG. 33



**FIG. 34**